

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 88

MARCH 25, 1933

Number 12

1914



1933

## OUR 19TH ANNIVERSARY

THE passing of another year reminds us of an added milestone in our industrial growth. The unpaved commercial highways of recent years have brought to all of us a realization of our dependence on one another and have woven our relationships even more closely than before.

Our obligation to a loyal clientele is gratefully acknowledged and with the prospect of an approaching business revival we know that these valued contacts will be maintained and enhanced.

## OPPENHEIMER CASING Co.

*Nancy & Oscar Oppenheimer*  
PRESIDENT

CHICAGO

NEW YORK

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*Factories and Agencies throughout the World*

# "BUFFALO" Fat Cutter

*Designed to produce more uniform cubes—  
smaller in size and practically without waste!*



Knife heads furnished  
with cutter to turn out  
 $\frac{1}{4}$ -inch cubes.

Extra knife heads fur-  
nished to cut cubes  $\frac{3}{8}$   
and  $\frac{1}{2}$  inches.

A "BUFFALO" Fat Cutter will  
cut up cubes of pork fat,  
cooked tongue and cooked meats  
for making blood sausage, head  
cheese, mortadella, bologna and  
other sausage specialties.

This machine does as much work  
as 5 men can do by hand. Reduces  
overhead and production  
costs. A great time and labor saver.

*Capacity: 1000 lbs. per hour*



A few types of sausage specialties made with the use of a  
"BUFFALO" Fat Cutter

*Write for full details and price*

**JOHN E. SMITH'S SONS COMPANY, Buffalo, N.Y., U.S.A.**

*Manufacturers of "BUFFALO" Silent Cutters, Grinders, Mixers,  
Stuffers, Casing Pullers, Bacon Slicers and Fat Cutters*

Chicago Office:  
4201 S. Halsted St.

March

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Link-Belt  
every 12  
beef

No. 88-  
every 30

Right:  
Left:

chain

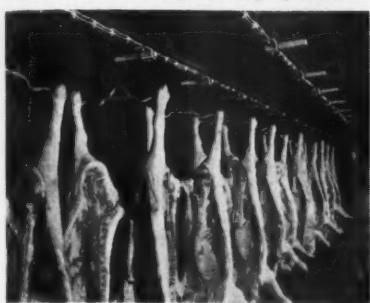
The  
fresh  
made

TH

# Modern Conveying Equipment for the Packing Industry



Link-Belt SS-4126 Chain with rigid side fingers every 12 in., used on splitting conveyor, handling beef carcasses through dressing operation.



No. SS-4126 chain with rigid side fingers spaced every 36 in., handling hog carcasses from coolers to cutting floor.



Above: Timken equipped Anti-Friction Bearing Corner Sprockets for Overhead Conveyors. Can be furnished in all sizes.

Right: No. SS-4126, 6 in. pitch, ice chain with rigid side finger.

Left: No. 678, 6 in. pitch, drop forged Rivetless chain, with hinged drop finger attachment.



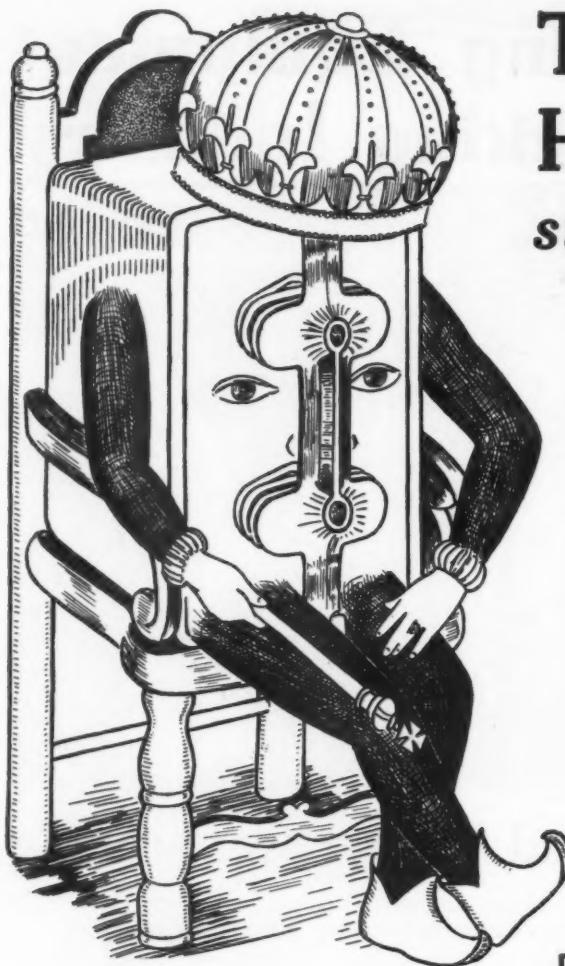
The Link-Belt meat slicer for bacon, beef and fresh cuts. A high speed, dependable machine, made in 6 models. Send for Bulletin B-15.

SEE OUR EXHIBIT AT A CENTURY OF PROGRESS, CHICAGO, JUNE 1 TO NOV. 1, 1933

**LINK-BELT COMPANY**  
Leading Manufacturers  
of Equipment for Handling Materials Mechanically and Transmitting Power Positively  
CHICAGO Works, 300 W. Pershing Rd.; Caldwell-Moore Plant, 2410 W. 18th St.  
INDIANAPOLIS, Dodge Works, 519 N. Holmes Ave.; Ewart Works, 220 S. Belmont Ave.  
PHILADELPHIA Works, 2045 W. Hunting Park Ave.  
SAN FRANCISCO Works, 400 Paul Ave.  
In Canada—Link-Belt Limited—Toronto Works; Montreal; Vancouver.  
Offices in All Principal Cities

4705

**LINK-BELT**



# THE KING OF HAM BOILERS

*still reigns supreme*

Many monarchs have been dethroned, but ADELMANN Ham Boilers still reign supreme. They remain without a peer for efficiency, sturdiness, economy and the production of high quality product that *sells!*

Elliptical yielding springs, self-sealing cover, sturdy construction and easy-to-clean design are exclusive features found *only* in ADELMANN Ham Boilers—features which insure the continued supremacy of the King of Ham Boilers.

*Cash in* on the boiled ham market with ADELMANN Ham Boilers—"The Kind Your Ham Makers Prefer." Complete details available. *Write!*

## LIBERAL TRADE-IN

Your old ham boilers have a definite cash value toward the purchase of new, modern, efficient ADELMANN Ham Boilers. Liberal trade-in schedules make it *economical*—cost-cutting features make it highly profitable to equip with new ADELMANN Ham Boilers.

ADELMANN Ham Boilers are made of Nirosta Metal, Monel Metal, Cast Aluminum and Tinned Steel, in a complete range of sizes and shapes. The most complete line available.

## WRITE FOR DETAILS

# HAM BOILER CORPORATION

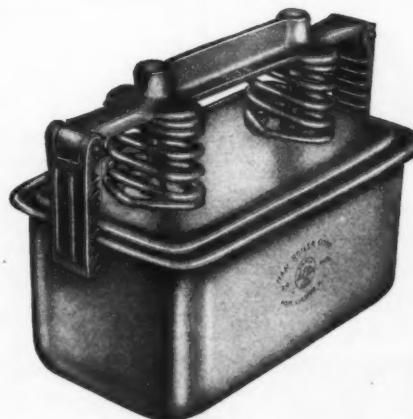
Main Office and Factory, Post Chester, N. Y.

Chicago Office: 332 S. Michigan Ave.

European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—

Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian

Representative: Goold, Shapley & Muir Co., Ltd., Brantford, Ont.



Type "O-E" Nirosta Metal Boiler

These ham  
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adds a spe-  
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# Here's how HANDSOME HAMS HELP PROFITS!

These hams are *wet-wrapped* with amber Cellophane. The golden tint adds a special touch of quality—but does not interfere with perfect visibility. Note the fine appearance of the printing on the Cellophane.



**E**VERY meat packer will want to read what Oscar Mayer & Company says here:

"The marked improvement in eye-appeal of our Butts, Picnics, and Baked Hams in Cellophane is an immediate and lasting stimulus to their sale. We are of the opinion that the cost of wrapping quality meats in Cellophane is well repaid by the selling advantages."

That's straight from the shoulder! Proof that Oscar Mayer *believes* it is shown by the fact that they also wrap bacon, pork sausage, and bacon squares in Cellophane. Yes . . . they're all doing nicely, thank you!

Du Pont Cellophane Company, Inc., Empire State Building, New York City.

# Cellophane

TRADE MARK

"Cellophane" is the registered trade-mark of the Du Pont Cellophane Co., Inc.

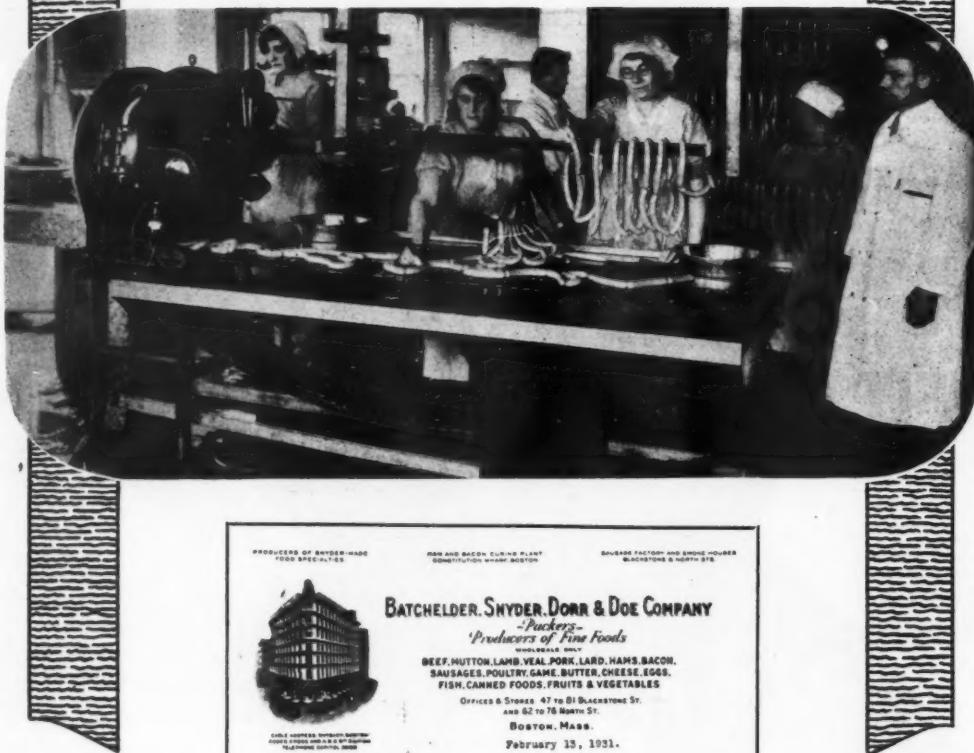


March 25, 1933.

March

# A SATISFIED USER

*the finest recommendation available!*



Batchelder, Snyder, Dorr & Doe Co. is noted for the ability to perform necessary operations at low cost. Proof of the latter is evidenced in the fact that they are enthusiastic users of our Automatic Linker. This remarkable machine cut their labor costs over 40%. It can effect like economies for you! Write for details!



The Automatic Linker will link sausage casings of any kind or size, uniformly. It will effect labor economies in your sausage room as high as 50%. It requires a minimum of attention and reduces maintenance costs. Take advantage of the savings it effects to *increase your profits*. Complete details available. Write today!

## AUTOMATIC LINKER, INC.

125 West 45<sup>th</sup> St New York City

PHONE: BRYANT 9-9048



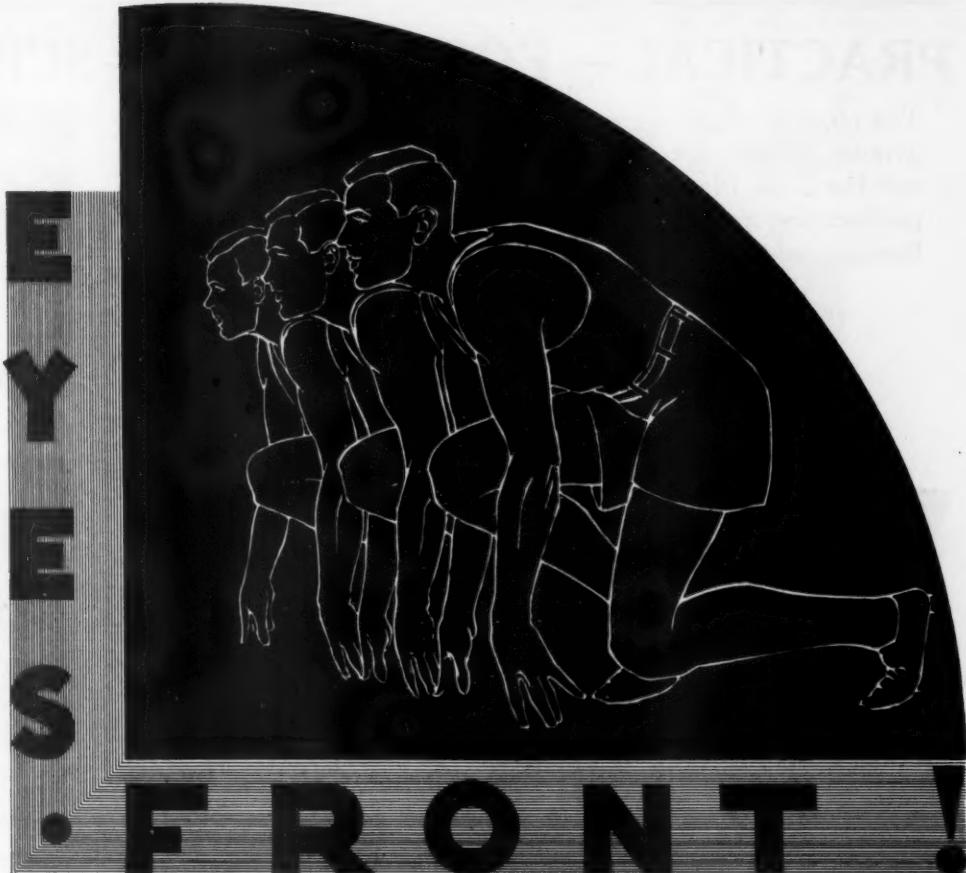
FACTORY- NEWARK, N.J.

"OUR CUSTOMERS ARE OUR BEST SALESMEN"

March 25, 1933.

THE NATIONAL PROVISIONER

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*"Every winner, in any race,  
must keep his eye on the GOAL--  
not on the rival at his side."*

*Uncle Jake*

The successful man is too busy producing goods of Quality to worry about a competitor whose standards are lowered to meet a price. He seeks the goal with a single purpose --- an assured future and the reward of reasonable profits.

Quality being your first consideration, the packaging of your products takes a big place. The packers problems are especially difficult; not only to protect foods but to present them in a refined, appetizing way.

Our close study of the needs of the packing business enables us to supply specialized protection to all kinds of foods --- or shipping anywhere, at any time.

Our printing plant is at your command for individual designs and wrappers.

KALAMAZOO VEGETABLE PARCHMENT COMPANY  
PARCHMENT (Kalamazoo County) MICHIGAN

**PROTECTIVE PAPERS**

K  
V  
P

## PRACTICAL—ECONOMICAL—SCIENTIFIC

The most practical, economical and scientifically correct meat grinder knives and plates in existence are the O. K. Knives and the C. D. Plates. Proof of these facts is that all the large packers and most of the prominent sausagemakers in this and foreign countries have adopted the O. K. Knives and C. D. Plates as standard equipment in their plants.



The O. K. Knife—showing one blade detached—can be changed in a minute. A knife for immediate use. A KNIFE for ALL MAKES and STYLES of Grinders in existence.

The C. D. Reversible angle hole plate and the O. K. Reversible angle hole plate are a tremendous achievement! They will outwear any two other plates. Write today for more particulars.

Send for our catalog and price list giving detailed information and constructive advice on how to take care of your meat grinder.

**The Specialty  
Manufacturers Sales Co.  
2021 Grace Street, Chicago, Illinois**



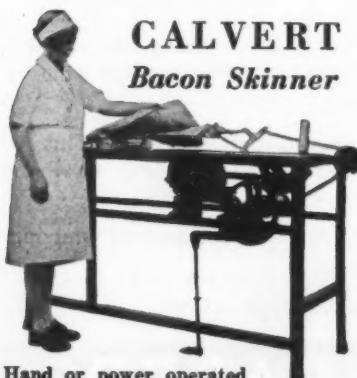
New C. D. Reversible Plate. Can be used on both sides.



O. K. Angle Hole Reversible Plate. Can be used on both sides.

## CUTTING COSTS—BUILDING PROFITS! — *in more than 225 plants*

To determine the efficiency of a machine find out who uses it. More than 225 shrewd packers, intent on cutting costs, have installed CALVERT Bacon Skinners—as many as 50 and 75 in some plants! There must be a reason for such popularity—write for details!



Hand or power operated

**THE CALVERT MACHINE CO.**  
1606-08 Thames St. Baltimore, Maryland

A List of Users that runs from A to Z  
Armour and Company  
Batchelder & Snyder  
Cudahy Bros. Co.  
Cudahy Packing Co.  
Jacob E. Decker & Sons  
John J. Felin & Co.  
Adolf Gobel, N. Y.  
Geo. A. Hormel & Co.  
Hunter Packing Co.  
Illinois Meat Co.  
E. Kahn's Sons Co.  
Louisville Prov. Co.  
John Morrell & Co.  
Pittsburgh Provision & Packing Co.  
Rath Packing Co.  
Swift & Company  
Tiedemann & Harris  
Union Meat Co.  
Virden Packing Co.  
Wilson & Co.  
Patrick Young Co.  
Wm. Zoller Co.  
and over 200 others

## GRIFFITH'S PERFECTED SAUSAGE SEASONINGS

It is reasonable to choose for quality.

Spicing is the Quality element in seasoning.

Spicing comes from the Oils or Essences or Extracts of the Whole Spice or the Leaf of Sage and Marjoram. These extractions are emulsified or dried—they have all the husks or shells removed. The flavor remains.

Use GRIFFITH'S Perfected Seasonings—They cost less. Prepared in Liquid—Dry Soluble or Dry Mixed Natural.

*Do you want a sample to test?*

**The GRIFFITH LABORATORIES**  
1415 West 37th Street  
Chicago, Illinois  
Canadian Factory and Office: 532 Eastern Ave., Toronto

March 25, 1933.

THE NATIONAL PROVISIONER

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# ... Better Looking Beef

A well-known packer says: "We use BEMIS BEEF BLEACHING CLOTHS exclusively, buying hundreds of them every year. They certainly give a nice white color to the beef, and also take away any 'wrinkled' effect that the carcass may have, giving it a smoothness that is very desirable."

"Home-made" bleaching cloths, of ordinary light sheeting, are not sufficiently absorbent to do a good job of bleaching. Furthermore, there is a considerable waste in cutting the cloth, and the edges ravel in washing.

Bemis Beef Bleaching Cloths are made of extra-heavy cotton, specially woven to obtain the greatest possible absorption. They take up *all* the surface blood. Double-hemming and lock-stitching prevent raveling, and assure long wear. The cloths come to you in proper size, all ready to use. And their initial cost is low. Free sample, on request.

## BEMIS BRO. BAG CO.

*Specialty Dept.*

420 Poplar Street . . . . . Saint Louis, Mo.  
51st Street and 2nd Avenue . . . Brooklyn, N. Y.



**Bemis**  
MEAT BAGS & COVERS

BETTER FLOORS

EST. 1869

DREHmann  
FLOOR BRICKDREHmann PAVING AND CONSTRUCTION CO.  
508 GLENWOOD AVE. PHILADELPHIA PA. 55 W. 42 ND. STREET NEW YORK CITY

The Man Who Knows



The Man You Know

Makers of the genuine H. J. Mayer Special Frankfurter, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chill Con Carne, Rouladen Delicatessen and Wonder Pork Sausage Seasonings.

Beware of products bearing similar name—only H. J. Mayer makes the genuine H. J. Mayer products listed.

H.J. MAYER  
SPECIAL  
SAUSAGE  
SEASONING

*The prime  
favorite of  
progressive  
packers*

WRITE FOR SAMPLES

H. J. MAYER & SONS CO.  
6819-27 S. Ashland Ave. Chicago, Ill.  
Canadian Office, Windsor, Ont.

## Jack of Many Trades



## "Hallowell" Tank Charging Truck

Just the Truck around the Packing Plant when a round nose Dump Cart comes in handy—which is often.

The "HALLOWELL" built exceptionally strong, stands the racket; has rounded corners; is galvanized and sanitary throughout.

Furnished heavily galvanized or of Monel Metal as preferred.

**The "Hallowell" Line Is Fully Described in Packing Plant Equipment Bulletin 449**

## STANDARD PRESSED STEEL CO.

BRANCHES  
BOSTON  
CHICAGO  
DETROITJENKINTOWN, PENNA.  
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NEW YORK  
SAN FRANCISCO  
ST. LOUIS

## SERVICE and QUALITY

*Along the Entire Weight and Price Range of*

**BEEF—HAM—SHEEP—LAMB—BACON—FRANK—CALF BAGS**  
SHIPMENTS WITHIN 24 HOURS

Tell us the kinds you use. We will make samples of stockinette best for your particular needs. And give you lowest quotations on them.

**WYNANTSkill MANUFACTURING COMPANY**  
TROY, NEW YORK

Fred K. Higbie  
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1005 Pearl St.  
Alameda, Calif.Joe, W. Gates  
121 W. Oakdale Ave.  
Glenelde, Pa.

# Give Thought to Your Truck Needs



This International 3-ton Truck, owned by Hansen and Chester, North Bergen, N. J., is representative of the modern, handsome trucks you will find in the International line.

## ... and Check Them Against the Low-Cost Trucks Offered by INTERNATIONAL HARVESTER

MANY TRUCKS and many fleets have now run one, two, or three years beyond the point where true economy called for their replacement. Their continued operation is a tribute to their stamina, but when obsolete equipment is used penalties are paid day after day. A close check-up may show heavy operating expense that can be sidestepped instantly through a change to new, efficient, modern International Trucks.

And there is safety for driver, load, and public to be considered . . . as well as the additional publicity value offered by attractive new trucks as compared with shabby, unreliable old equipment.

You will be surprised at the many improvements made in International Truck design during the last three years. Efficiency, power,

speed, safety, durability, and appearance have been stepped up each year . . . and in the face of this program of improvement *International Truck prices have been reduced.*

We have never before been able to offer you the outstanding truck values we present today. For example, a new Half-Ton, 6-Cylinder International sells for \$360, and a popular 1½-ton model for \$615, prices for the chassis, f.o.b. factory. Check your needs against the modern trucks in the International line. Sizes range from ½-ton to 7½-ton, and the value and efficiency in every model is strictly in keeping with the times. Ask the nearest Company-owned branch, or International Truck dealer, for a demonstration.

**INTERNATIONAL HARVESTER COMPANY  
OF AMERICA**  
606 So. Michigan Ave. (Incorporated) Chicago, Illinois

# INTERNATIONAL TRUCKS

# Classify Your Cleaning Jobs For Better Results

## Delicate Finishes

Examples  
*Fibre Floors  
Motor Trucks  
Salesmen's Cars  
Rubber Tile Floors  
Varnished Surfaces, etc.*

Even hard wear will not damage delicate finishes as rapidly as improper soaps. Providing and maintaining fine finishes costs money—they should be protected.

LUSTRO SOAP is guaranteed not to harm the most delicate surface. It will restore the original finish, quickly and with the least effort.

## Plated, Polished or Painted Surfaces

Examples  
*Plated Metal  
Painted or Plain Wood  
Painted Walls & Floors  
Polished Tile or Marble  
etc., etc., etc.*

For certain cleaning jobs washing powder is best—and LIGHTHOUSE Washing Powder is preferred. It contains no abrasive or material which can scratch or mar the surface, yet it cleans thoroughly, efficiently, with less labor.

NOTE: Where some abrasive action is desired—as on plain metals, plain tiles, porcelain fixtures, etc., etc.—LIGHTHOUSE Cleanser should be used.

## Greasy Surfaces

Examples  
*Plant Floors  
Cutting Tables  
Killing Floors  
Garage Floors  
etc., etc., etc.*

Every packer is faced with the difficult task of keeping greasy surfaces clean and realizes the difficulties of the work. Wise packing plant executives use ROYAL Washing Powder which is almost straight alkali, but contains just enough soap to lightly lather on thin films of grease without becoming too soapy in heavy grease and increasing cleaning difficulties.



*Armour's  
LIGHTHOUSE  
WASHING POWDER*



ARMOUR AND COMPANY

Industrial Soap Division

1355 W. 31st Street, Chicago, Ill.

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 88. No. 12

MARCH 25, 1933

Chicago and New York

## Roosevelt Farm Relief Bill Is Rushed Through House Under Pressure

The Roosevelt-Wallace farm relief bill—giving the Secretary of Agriculture autocratic powers over agriculture and the food industries—passed the House at Washington on March 22 by a vote of 315 to 98.

Amendments were not permitted—except that which abolished civil service rules for the army of government agents which will have to be recruited to enforce the measure.

Desire to support the President in his "new deal" program was tempered with fear of the tremendous possibilities for harm—not only to industry and to the consumer, but to the farmer himself—which lie in what Mr. Roosevelt frankly admitted to be "a new and untrod path."

### House and Senate Leaders Balk

So strong was this feeling, even among agriculturalists, that the chairman of the House Committee on Agriculture declined to sponsor the bill, and it was introduced by another.

Going now to the Senate, the measure meets the same feeling. Senator Ellison D. Smith of South Carolina, Chairman of the Senate Committee on Agriculture, declined to accept the measure and announced on March 23 that he had drafted a substitute.

Hearings have been demanded in the Senate, but it may be that the administration will use the same pressure to force the bill through the Senate as it did through the House, without hear-

ings or amendment. The next few days will tell. Professional farm leaders supporting the bill claim to have enough votes to force it through at once.

The meat packing industry has not yet made an official statement of its attitude. THE NATIONAL PROVISIONER has received letters from leading packers in all parts of the country expressing their views. These will be summarized in the next issue.

Secretary of Agriculture Henry A. Wallace and Assistant Secretary Rexford G. Tugwell have been on the air a number of times during the week with explanations regarding the provisions of the farm relief bill and what it is designed to accomplish.

### Administration Air Propaganda.

Mr. Wallace explained that the bill was drawn only after extended debate among farm leaders who realized that no one plan of production control could serve all major farm crops equally well. Because a method that looked good on paper might not work out so well in practice, these leaders desired to give the administrators of the plan leeway to modify the methods whenever necessary.

Further, the farm leaders wanted something practical and they wanted it quick. Therefore they recommended that very broad powers be conferred on the President and the Secretary of Agriculture to deal with the situation. "Their recommendations," Mr. Wallace said, "in general were in line with the Topeka speech made by President Roosevelt last fall."

### Wants a "Balanced Social State."

He regards the bill as "a major social experiment," looking toward a balanced social state.

"It is trying," he said, "to subdue the habitual anarchy of a major American industry and to establish organized control in the interest not only of the farmer, but of everybody else."

Prof. Tugwell's explanation covered the emergency existing and the loss of foreign markets, and the need of the American farmer to reduce his production to meet the needs of domestic con-



FOR A "SOCIAL EXPERIMENT."

The bill which passed the House at Washington on March 22, and which is now before the Senate, would make Secretary of Agriculture Henry C. Wallace (seated) the absolute dictator of the meat packing and other food industries covered by the bill. His assistant, Prof. Rexford G. Tugwell (standing), formerly of Columbia University, helped him draw up the bill. Both have been "on the air" this week trying to sell to the American people their idea of a "balanced social state." (Acme photo.)

March 25, 1933.

sumption, at least until such time as export markets can be re-established.

"Shall we continue to produce for a market that doesn't exist?" he asks. The only hope of higher prices for the farmer lies, he said, in accommodating production to the amount that the market will take—the market in which customers can actually pay for goods; and that it is the basic purpose of the new farm bill to make this adjustment.

Much confidence had been evident in business circles that an upward turn would be evident with the passage by Congress in record time of the banking and economy measures. Even the beer bill had its optimistic features for business. The introduction of the farm relief bill, on the other hand, acted as a damper on business confidence.

#### Effect on Business.

Cattle markets have been weak, but the hog market has shown considerable fluctuation. The week opened with a Chicago top of \$4.30 and an average of \$4.15. The second day of the week recorded a 5c increase in the top, but a 5c decline in the average price. By mid-week the top had dropped to \$4.15 and the average to \$3.95. Thursday's market opened with renewed strength.

Owing to extreme shortage of supplies carlot buying of cured meats has been active and has continued so throughout this week.

In the general markets there is an undercurrent of uncertainty, which is in contrast with the optimism felt as a result of the three major bills which became law in record time. This uncertainty developed with the introduction of the farm bill, and fear of the powers granted by it to the Secretary of Agriculture.

The farm relief bill provides that in the case of contracts made prior to the date of approval of the act the vendee shall pay the tax unless the contract prohibits such addition.

#### Packers Protect Themselves.

In this connection, numerous leading packers are specifying a protective clause when taking orders from retailers for deferred or future delivery, especially in connection with Easter business. One clause which is being used reads as follows:

*"Buyer shall pay all taxes and charges imposed by any federal farm relief or similar law now or hereafter enacted and/or all increased cost of these goods caused by any taxes and charges imposed by such law."*

Some packers are stamping or imprinting the foregoing clause on order blanks and invoices, and then are leaving with the dealer at the time the sale is made a duplicate copy of the order blank so imprinted.

The daily press reflects the general attitude of the country in its desire to support the President in his effort to remedy conditions. In most cases hesitation to criticize is apparent, though the impression is general that the Wallace farm bill is radical and dangerous in the form in which it was introduced, and passed by the House without permission to debate or amend.

#### Critical But Hesitant.

Regarding relief for the farmer the Chicago Tribune (Roosevelt sympathizer) says: "The farm bill now pending in congress makes no frontal attack upon the basic cause of the farmers' difficulties. The farmers' taxes will be no less as a result of the passage of the bill and neither will the purchasing power of the cities be increased. The bill will raise the price of foodstuffs by taxing consumers and may be expected to result, therefore, in lessened consumption. A farm plan which ignores and even aggravates the basic causes of the present difficulties of the farmer can hardly prove his salvation."

Concerning dictatorial powers over business given the Secretary of Agri-

#### Better Shift to Low Speed

(Chicago Daily Drovers' Journal.)

One of the best things about the Roosevelt farm bill is that it is an emergency measure that may be terminated instantly on order of the President.

One of the best things that could happen to it would be enough delay to permit the country to examine it and express itself on it. But that apparently is not the program. It is to be rushed right along at the same rate of speed as the other emergency measures in the Roosevelt program, which would mean, at a guess, that the bill full-fledged law.

So great is the enthusiasm aroused by the two-week-old record of President Roosevelt that there is marked reluctance to question the wisdom of his agricultural undertaking. Yet we think he should be the first to question it, for we have the idea that it might easily bring discredit to an administration that has made an extraordinary start. And it's time when we need an administration keeping right on being extraordinarily good, from the standpoint of public confidence in it.

It is difficult to see how this measure can be any simpler to operate than the agricultural marketing act—rather the contrary—and look what the Farm Board did to American agriculture!

This new bill would confer unparalleled powers. Under it the President, or his official representative, the Secretary of Agriculture, could:

- (1) Fix and levy a tax;
- (2) Distribute tax revenue directly to individuals;
- (3) Fix prices;
- (4) Put people in or out of business, through the licensing provisions;
- (5) Close open markets;
- (6) Influence, if not actually control, food production.

These are some of the outstanding and awe-inspiring features. We think people should study the bill and realize just how far-reaching it is. If, fully understanding it, they still want their new President to make the experiment for which it provides the machinery, then that is all right. Frankly, our hope has been that it might be delayed a little, and that in the meantime prices of farm products might advance enough, under this new deal now functioning, so that it might be possible for Mr. Roosevelt to just tuck this legislation away in his roll-top desk and forget it.

culture the same newspaper says: "The Secretary is given complete authority over all handlers of the basic commodities through a license system, the terms of which he may dictate and which may include at his discretion any agency from the corner grocery to the Chicago Board of Trade. Agencies are to make reports, keep accounts, throw their books open, maintain trade practices as the Secretary sees fit."

#### Political Pay-Rollers.

As to the removal of civil service restrictions from the army of enforcement agents the Chicago Tribune says:

"To the Roosevelt farm bill with its grant of autocratic control over farm prices, farm production, and the machinery of processing and marketing, the house agricultural committee added an amendment to turn the army of agents and inspectors called for by the bill into an army of patronage.

"The requirement that such employees come under civil service was stricken out at the demand of the members of the Democratic house patronage committee, who freely admit that they see in the farm bill a rich plum tree from which to feed the hungry mob of job

(Continued on page 23.)

#### FARMERS PROTEST MEASURE.

The Farmers' National Grain Dealers' Association sent the following telegram to Senator Ellison D. Smith, chairman of the Senate Committee on Agriculture, March 23:

"The Farmers' National Grain Dealers' Association, the largest farmer cooperative group, representing 900,000 farmer stockholders and patrons handling 50 per cent of all grain marketed in the surplus grain states, urgently protests against enactment of the farm relief measure before congress. It is another costly, dangerous experiment, which even its authors do not clearly understand."

"It was framed by the same group of so-called farm leaders who wrecked the last administration with the farm board. This experiment cost taxpayers 500 million dollars and farmers fully a billion dollars more in price collapse, and left the farmers' markets demoralized."

"The bill is a communistic setup giving autocratic power over farmers to one man. It means armies of government employees stirring up trouble for independent cooperative farmer groups who don't want to be dominated by organizers or government money. Its enforcement and operation will incur bitter opposition from farmers."

"We favor a sound farm program, easily operated, simple and effective, aiding the mortgage situation, reduced taxation, reciprocal tariff arrangements, and reduction in freight rates. Dirt farmers are strongly opposed to further experiments contained in this measure. We respectfully ask that this protest be read on the floor and placed in the congressional records."

March

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## Sausage Trade Meets Competition With New Merchandising Ideas

Packers and sausage makers have been up against two difficult situations the past two years in their efforts to maintain profitable sausage volume:

1—Low prices at which fresh cuts and cured meats have been selling have caused consumers operating on limited budgets to buy less sausage and more fresh and cured meats;

2—Competition of low quality sausage, manufactured to sell at a price, has discouraged sausage consumption.

The remedy for this situation, manifestly, is better merchandising.

If new products and new selling ideas will not meet this fresh meat and low-quality competition, then nothing will.

Though they had not suffered as much as some other territories from this competition, New York sausage manufacturers felt its effects, and decided to do something about it. Lower quality to meet lower price would get them nowhere. So they took the other course.

### New Ideas Got Results.

A new way of merchandising an old product brought quick and large results. This was the development of the square sausage loaf, processed in a ham

retainer to give it a new and practical shape for sales purposes.

Take the case of Frank M. Firor, well-known to the sausage industry and for many years president of Adolf Gobel, Inc., but now operating his own plant in New York. He summed up the situation as follows:

"What were we to do? Were we to wait for business to get back to normal, and accept placidly the decrease in sausage consumption, or were we to go after it, do some real merchandising, give the trade and the consumer something they wanted to buy—and, above all, buy again?

"The aggressive course was the only one left open to us. We went to our dealers and asked them to provide the 'will to succeed' in building sausage sales. As our contribution we would provide the tools for that success by furnishing them with merchandise new in appearance, appealing in shape and flavor and having a novel, uniform style they never had been able to purchase before."

### New Deal a "Square" Deal.

That is where the "new deal" became a "square" deal, at least as far as the Firor experiment went. His first novelty was a square sausage loaf, featured by a transparent cellulose casing as a means of enhancing appearance and affording protection. This casing enabled the sausage manufacturer to take



HATS OFF TO NEW IDEAS.

Frank M. Firor, New York sausage expert, tries out new merchandising ideas with success.

full advantage of the unusual consumer acceptance obtained in recent years for transparent-wrapped food products.

In the light of past experiences, many packers and sausage manufacturers have good reason to be wary of introducing new sausage products, but the square sausage loaf, processed in a ham boiler, has been an outstanding success. It has been adopted by every leading manufacturer in New York and its environs. Samples of this package were displayed at the recent convention of the Institute of American Meat Packers in Chicago.

Processing of sausage in ham retainers has been confined to a limited list of products to date, but further uses are being considered and a wider use of the package will undoubtedly result. Present uses are as follows:

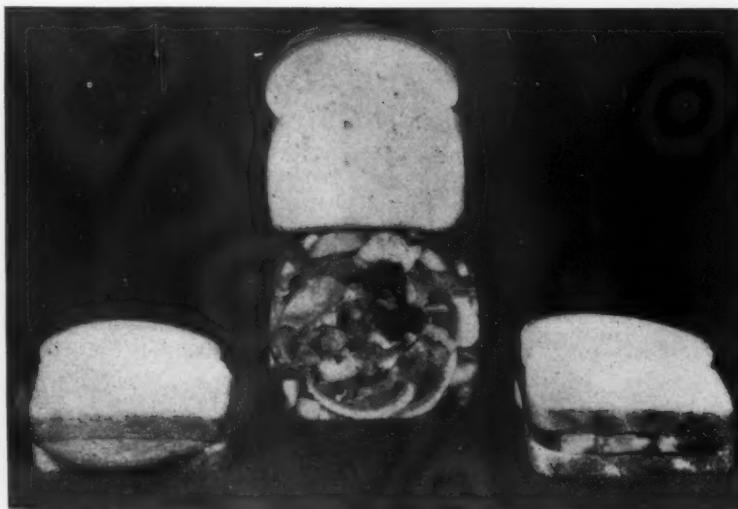
### Products Adapted to New Idea.

1. **Blutwurst, or Blood and Tongue Sausage.**—Fat cubes and the natural chocolate color of this product lend themselves particularly well to this package. When white printing on the casing, combined with an attractive design, is used a color contrast is obtained which gives it a novel appearance.

2. **Head Cheese.**—A clear gelatine product of good quality has much appeal in this form. Elimination of "sliming," a source of trouble on head cheese, has done away with returns and dissatisfaction in many cases.

3. **Sulze.**—Green peppers or pickles and pimento usually used in this product become immediately apparent through the transparent casing, and the somewhat bizarre appearance which results causes this product to stand out in any sausage display.

4. **Luxury Loaf.**—A finely chopped pork luncheon specialty, cooked but not



SAUSAGE IS TAILORED TO FIT A SLICE OF BREAD.

Lunch counters, restaurants, hotels, etc., are said to like the new style of sausage loaf because no trimming is necessary to produce neat sandwiches. Waste is eliminated and time is saved.

On the left is shown a sandwich made with a slice of round sausage meat; on the right one made with a slice from a square sausage.

smoked. This product is pink when finished. Pistachio nuts and pimentoes are added to give a pleasing color effect. The color of the pimentoes and the nuts, combined with the blue printing generally used, accomplishes a striking job.

**5. Luncheon Loaf.**—An all pork product formerly put up in canvas bags, pressed into a ham boiler and paraffined when cooked. The cellulose casing eliminates paraffining.

**6. Pressed Corned Beef.**—The beef is pressed into the ham boiler and cooked. After cooling it is stuffed by hand into the cellulose casing.

**7. Cooked Pork Loins.**—Two loins are placed meat to meat in the ham boiler, pressed and cooked. When cool and firm the meat is stuffed into the casing by hand. The loins are then smoked, or not, as the trade demands.

**8. Jellied Tongue Delight.**—Pork or calf tongues are laid in the casing, and gelatine is poured in until the tongues are completely covered. The stuffed casing is then pressed into the ham boiler and cools in the desired shape.

#### Processing Methods.

Several other products, such as salami cotto, are being experimented with at present, and may be on the market very soon.

Methods employed at the plant of Frank M. Firor, Inc., New York City—one of the pioneers in manufacturing this style of package—are very simple and require little explanation. The following instructions, if followed carefully, will enable any sausagemaker with the proper facilities to produce these items.

A cellulose casing  $3\frac{1}{4}$  in. by 14 or 15 in. is used for all the products mentioned. The ham boiler is designated D. 1 G. The finished product usually weighs from 4 to  $4\frac{1}{2}$  lbs.

Meats which ordinarily would be put through the stuffer are handled in the usual manner, except that the casing is not stretched to the same extent as when it is intended to process as a round product. If the casing is stretched to its usual limits the additional stretch caused by the pressure of the ham boiler lid in forming it to the square mould will sometimes cause breakage. This can be avoided by stuffing the casing as suggested.

#### Use of Ham Retainer.

One of the accompanying illustrations shows the method found best to use when placing the sausage in the ham boiler. It will be seen that the printed side faces the bottom of the mould, so that it will appear on the top of the finished product. It is important that the printing appear uniformly spaced



PLACING SAUSAGE IN RETAINER.

The trick is to get the printed design properly placed so that it will be well centered on top of the finished product.

The end of the sausage opposite the operator's hands is only partially inserted in the ham boiler at the start of the operation. It is then easy to slip the other end in and force it level with the opposite end. Lifting the boiler and dropping it evenly will then force the sausage into place.

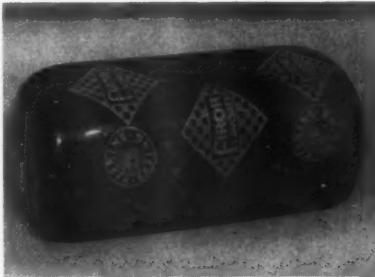
Ham boiler used here is one type manufactured by the Ham Boiler Corporation.

on the top of the square, otherwise a neat job may be spoiled from an appearance standpoint.

It will be noticed that the end opposite the operator's hands is only partly inserted in the mould. If this plan is followed the placing of the other end will be facilitated and it will, with the slight pressure indicated, slip easily into the ham boiler until both ends are inserted to the same depth.

The mould should then be lifted and dropped evenly about 5 or 6 in. to the bench or table and the sausage will drop down into place. The number of times this last operation is repeated depends upon how easily the sausage conforms itself to the ham boiler.

Closing the ham boiler lid is an oper-



HOW FINISHED PRODUCT LOOKS.

Blutwurst stuffed in a Visking casing and cooked in a ham boiler. Visibility of the product, convenient size and trademarked responsibility for quality combine to give the product much sales appeal. Casing used measures  $3\frac{1}{4}$  in. by 14 or 15 in. The finished product weighs from 4 to  $4\frac{1}{2}$  lbs.

ation with which all sausage manufacturers are familiar. It requires no special comment, except a word of caution that some care be exercised to see that the cellulose casing is not pinched between the wall of the mould and the edges of the lid, as this may cause breakage.

Occasionally lids of ham boilers become chipped or rough. Periodic inspections will disclose any sharp edges, and a few strokes of a file will remove any possibility of puncturing the casing. If moulds are pit marked, paper may be inserted as a protection.

#### Cooling and Finishing.

Length of time necessary to cook depends, of course, on the nature of the product. The only definite rule to follow in processing is to cool properly.

Immediately after taking sausage from the cooking tank the moulds should be immersed in cold water and allowed to remain there until the sausage is cooled thoroughly. This operation is helped by allowing a continual flow of cold water to pass through the tank, thereby maintaining a temperature which will ensure thorough cooling.

This method applies to products such as blutwurst or head cheese which are cooked in the ham boiler.

In the case of jellied tongues or sulze, which is cooked before stuffing, it is advisable to place the moulds on shelves in the cooler until the desired stiffness or solidity of the gelatine is obtained. The sausage never should be removed from the mould until thoroughly cool, and never should be placed in the cooler until it has reached room temperature, at least.

#### Removing Excess Fat.

Sometimes a slight deposit of fat or grease will be observed on the casing when the sausage is removed from the ham boiler. This is usually collected in handling before cooking, or from the cooking water itself, and is solidified when the product is immersed in the cooling water.

This fat can be removed very easily with a clean rag, or by washing with a weak solution of vinegar and water. The latter method is considered the better because it dissolves the fat or grease which sometimes collects in the creases where the casing is tied, and which may become mouldy in cases where the product remains in small stores for more than the usual length of time before being sold.

#### Sales Values of New Method.

The finished items are very attractive. The manufacturer's name is displayed prominently in contrasting colors. The transparency of the package removes any question in the mind of the consumer.

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sumer as to what she is buying. The manufacturer's name on the product is a guarantee against substitution by less ethical competitors who are constantly offering customers "something just as good and much cheaper."

In cases where the packer or sausagemaker has been able to build a reputation for quality products and a consumer demand for them, the customer is enabled to recognize instantly any attempt on the part of unscrupulous dealers to substitute any other product.

How the square sausage conforms to the dimensions of the ordinary loaf of bread sold by the leading bakers of the country may be seen in one of the illustrations on page 15. On the left is shown an ordinary slice of thick bologna or luncheon roll between slices of bread. In restaurants or lunch counters the protruding edges have to be trimmed, entailing some loss to the particular consumer. A slice of round sausage when used in a sandwich has rather a careless appearance when served in the home. The square product, on the other hand, fits the slices of bread exactly without trimming, and of course with no waste.

This feature alone has influenced the sale of square luncheon specialties to a surprising degree.

So many ideas have been advanced during the past few years with regard to packaging and merchandising meat products that the sausagemaker or packer when shown something new asks himself: "Will this idea help me sell more of my products permanently, or will sales drop off when the novelty has

worn off?" The sausage maker is not interested in "fads," but he is decidedly interested in increased sausage consumption.

#### Sausage Volume Increased.

It is the opinion of many New York sausage makers and packers that the idea which prompted the introduction of the square sausage or luncheon loaf processed in ham boilers is sound. The product meets present-day requirements by being quickly adaptable for sandwiches. It has developed a wider field for packers and sausagemakers through sales to consumers who until now were not sausage buyers.

"We have been making these square luncheon sausages and specialties for over a year and our success with them is no longer a secret," says Mr. Firor. "Our sales have grown from month to month. We have increased our volume on several of these items over 100 per cent, and our customers are selling more of this class of sausage than ever before.

#### Goes In Smaller Cities Also.

The new products have enabled us to open up accounts we could not have touched if our line had been an ordinary one. While we produce as fine a line of meat products as can be found anywhere, I believe our willingness to work hand in hand with the dealer by giving him this new and more salable product, which he in turn can sell in increased volume to his trade, has had as much to do with our success as any other single factor."

Sales increases with the "square" idea are not confined to large centers of

population. Mr. Firor quotes one of his Newport, R. I., dealers as saying that his head cheese business had doubled since the introduction of the new package. The other square cellulose-encased items have also shown substantial increases.

Norman Plaatje, sales manager of Frank M. Firor, Inc., looking at this new development strictly from the point of view of sales, says: "There is no question in my mind but that the added sales appeal of the cellulose-covered squares has enabled the dealer to maintain a price which assures him a reasonable profit even in view of deflated competitive prices on other sausage and meat products."

#### MEAT PACKING EMPLOYS MORE.

Employment in the meat packing industry during January stood at 88.6 per cent of normal, while for all food industries employment showed an average index of only 78.7 per cent. Meat packing pay rolls showed an index of 71.0 per cent, while for the food industry as a whole the index for the month was only 62.1 per cent. Of the fourteen major industries used by the U. S. Bureau of Labor Statistics in calculating these indexes of employment and pay rolls the food industry stood highest in employment and with one exception the highest in pay rolls. One other industry, paper and printing, showed a pay roll two-tenths of 1 per cent higher.

#### PORK TRIMMING VALUES.

Is your pork trimming foreman familiar with values? Perhaps he ought to read "PORK PACKING," The National Provisioner's latest book.



PACKER TOBIN REHEARSSES HIS CAST FOR AN ARPEAKO SUPPER CLUB PROGRAM.

Among the most popular radio programs in New England and the Middle Atlantic states is the Arpeako Supper Club, sponsored by the Rochester Packing Co., Rochester, N. Y. These are sent out over a World Broadcasting Co. hook-up, through stations in Rochester, Buffalo, Utica, and Syracuse. They reach thousands of homes each week and have been valuable in building good-will and consumer acceptance of Arpeako products.

Thirty-one artists are used on each program. A part of the cast is shown here consulting with F. M. Tobin, president of the Rochester Packing Co., who stands in the center before the "mike." At his right are the Gibson Girls, "purveyors of tuneful harmony." At his left are Harry Von Zell, master of ceremonies, and "Scrappy" Lambert, popular baritone.

**Packers' Traffic Problems**

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

**HOG SHRINKS IN SHIPMENT.**

No essential difference in the shrinkage of hogs shipped by rail and by truck was noted in a study of 1,252 hogs in 76 consignments shipped an average of 27 miles by truck, and 2,084 hogs in 59 consignments shipped an average of 129 miles by rail.

Shrinkage on truck hogs tended to increase with length of haul, and hogs trucked more than 55 miles showed more shrinkage than rail hogs. It is believed as a result of this study that on hauls of comparable distances larger shrinks might be expected on truck hogs than on rail hogs.

This study was made by R. C. Ashby of the University of Illinois, the results of which are published in Bulletin 388 of the university, entitled "Shrinkage of Hogs from Farm to Market by Truck and by Rail."

Pointing out that "as trucks will probably be increasingly used in moving livestock from farm to market, the important question for the stockman is whether to truck all the way to market, or to use a combination of truck and rail. Shrinkage is one of the factors that has an important bearing on the decision."

Aside from the interest the producer has in this subject, it is one of considerable interest to packers, particularly those not adjacent to central markets. If packers buy their hogs subject to weight delivered at the packinghouse, it is a matter of little concern to them whether they are delivered by truck or by rail. If they are bought at the farm, and farm weights paid, method of transportation is of considerable interest to packers.

**GENERAL FOODS REPORT.**

Consolidated net profit of \$10,343,882 is reported by General Foods Corporation for 1932. This is after depreciation, federal taxes, etc., and compares with a net profit of \$18,153,719 in 1931. Current assets are listed at \$32,318,611 including cash of \$8,021,023 and marketable securities of \$2,705,179. Current liabilities were \$5,223,580. Dividends for the year amounted to \$13,167,787, resulting in a deficit for the year of \$2,823,905. At the end of 1931 there was a profit after dividends of \$2,386,572. Although returns in the final quarter of the year suffered to an unusual degree, the report states, improvement was made in December which has continued through January, February and the first half of March, 1933. Earnings are expected to be satisfactory for the first quarter of 1933, president Colby M. Chester told stockholders.

**COLGATE SHOWS 1932 NET.**

Colgate-Palmolive-Peet Co. reports a net income of \$53,301 for the year ended December 31, 1932. This compares with a net income of \$7,598,224 in the previous year. Deficit after dividends for 1932 was \$4,954,891. Net sales for the year totaled \$67,741,303, against a dollar volume of \$89,844,299 in 1931. Tonnage volume was 5 per cent under the previous year. Commenting on the results, president Charles S. Pearce, said: "The readjustments arising from the depression as far as the soap industry is concerned were largely concentrated into the year 1932. The readjustments took the form of rapidly falling prices for finished products which were reflected in losses resulting from: (a) necessity of using up materials purchased at substantially higher levels than the current market at the time the manufactured products were sold and (b) readjustment of prices of stocks in the hands of our distributors to enable them to meet competitive conditions and to enable us to maintain our brand position."

S. Bayard Colgate was elected president to succeed C. B. Pearce, who was named chairman of the board, while A. W. Peet, former chairman, was made honorary chairman. Other officers elected are F. N. Dalton, E. Little, C. S. Dewey and R. B. Colgate, vice-presidents; A. J. Lansing, secretary; and L. C. Proesch treasurer.

**PACKER AND FOOD STOCKS.**

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, March 22, 1933, or nearest previous date, with number of shares dealt in during week, and closing prices, on March 15, 1933.

	Sales.	High.	Low.	—Close—
	Week ended			
	Mar. 22.	—Mar. 22.—	22	15.
Amal. Leather.	100	%	%	%
Do. Pfd.	...	...	...	5
Amer. H. & L.	400	3	3	3 1/2
Do. Pfd.	300	18	17 1/2	17 1/2
Amer. Stores	1,400	33 1/2	33	33 1/2
Armour A	22,200	17 1/2	17 1/2	17 1/2
Do. B.	7,650	1 1/2	1 1/2	1 1/2
Do. Ill. Pfd.	8,200	11 1/2	11 1/2	12
Do. Del. Pfd.	300	52 1/2	51	51
Barnett Leath.	...	...	...	...
Beechnut Pack.	900	48	48	49 1/2
Boehack, H. C.	...	...	...	26
Do. Pfd.	...	...	...	85
Brennan Pack.	...	...	...	10
Do. Pfd.	...	...	...	10
C. C. Oil	1,200	8 1/2	8 1/2	8
Childs Pack.	400	4	3 1/2	4
Cinday Pack.	400	26	25	25
First Nat. Str.	4,100	48 1/2	48	49 1/2
Gen. Foods	15,400	25 1/2	25 1/2	27 1/2
Gobel Co.	8,800	3 1/2	3 1/2	4
Gr. A&P Plat Pfd.	140	120	120	120 1/2
Do. New	120	124 1/2	138	138
Hormel, G. A.	50	12 1/2	12 1/2	12
Hygrade Food.	...	...	...	3 1/2
Kroger G. & B.	14,400	17 1/2	17 1/2	18 1/2
Libby McNeil.	3,400	1 1/2	1 1/2	1 1/2
McMarr Stores	...	...	...	8 1/2
Mayer, Oscar	...	...	...	5 1/2
Mickelberry Co.	2,800	4 1/2	4	4
M. & H. Pfd.	...	...	...	5
Morrell & Co.	200	26	26	26 1/2
Nat. Fin. Pd. A.	...	...	...	1 1/2
Nat. Leath.	100	1 1/2	1 1/2	1 1/2
Nat. Tea	23,100	12 1/2	11 1/2	11 1/2
Proc. & Gamb.	12,100	25	24 1/2	27 1/2
Do. Pr. Pfd.	20	97 1/2	97 1/2	101
Rath Pack.	460	16	16	16
Safeway Stra.	7,800	32	32	35 1/2
Do. 8% Pfd.	90	76 1/2	76 1/2	76
Do. 7% Pfd.	40	85	85	93
Stahl Meyer	...	...	...	3 1/2
Swift & Co.	38,750	9 1/2	8 1/2	9
Do. Int'l.	8,950	15%	15%	17%
Truitt Pork	...	...	...	10
U. S. Cold Stor.	...	...	...	33 1/2
U. S. Leather	1,200	3 1/2	3 1/2	3 1/2
Do. A.	2,900	6%	6%	6%
Do. Pr. Pfd.	...	...	...	8 1/2
Wesson Oil	8,700	10 1/2	10	10 1/2
Do. Pfd.	100	44	44	44
Wilson & Co.	3,800	1 1/2	1 1/2	1 1/2
Do. A.	2,200	5 1/2	5 1/2	5 1/2
Do. Pfd.	800	24	23 1/2	24

**Letters to the Editor**

Constructive comments and interesting information invited for this column. Anonymous communications will be ignored.

**UNFAIR TO HOG HAIR.**

Philadelphia, Pa., March 15.

Editor THE NATIONAL PROVISIONER:

In these days of narrow margins the packer needs to watch every product for possible returns. Curled hog hair is fully as good a product as horse hair, and better than most substitutes for upholstery purposes. But it is being discriminated against.

In one of your issues last spring you called attention to a ruling of the Pennsylvania State Bureau of Bedding and Upholstery providing that manufacturers of upholstered furniture, mattresses and cushions using hair in the manufacture of such articles, coming under the provisions of the Pennsylvania bedding and upholstery act of April 14, 1925, shall state on tags attached to such articles the kind of hair used in filling, and give instances such as the following:

60% Horse Tail Hair

40% Hog Hair

40% Cattle Tail Hair

40% Hog Hair

20% Goat Hair.

The consensus of opinion among curled hair manufacturers was that this would discourage the use of hog hair, particularly in view of the ruling by the Pennsylvania Department of Labor and Industry that all curled hair used by Pennsylvania state institutions shall be composed of

50% Horse Hair

50% Horse Mane Hair.

The bureau also gratuitously circularized state institutions in other states, advising that this mixture is the most ideal for this purpose, and offering the services of the bureau laboratory to analyze purchases that these other institutions may make.

This was clearly a discrimination. Following the publication of your article so many packers protested to the Pennsylvania authorities that they relaxed their insistence on such requirements. Lately this has been resumed, and if packers are interested in preserving or reviving a market for their hog hair they are advised to write to Walter P. Shaw, director Pennsylvania Bureau of Bedding and Upholstery, Harrisburg, Pa., protesting against this discrimination.

Yours truly,

EASTERN PACKER

**CANADIAN MEATS TO U. S.**

Exports of livestock and meats from Canada to the United States during January, 1933, compared with the same month a year ago, were as follows:

	Jan. 1933.	Jan. 1932.
Cattle, No.	368	1,075
Ovines, No.	4	366
Hogs, No.	2	3
Sheep, No.	22	112
Beef, lbs.	32,400	248,300
Bacon, lbs.	81,100	139,800
Pork, lbs.	118,200	211,400
Mutton, lbs.	400	2,400
Lard compound, lbs.	400	....
Lard, lbs.	....	....

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## EDITORIAL

### *What "Buy American" Slogan Means*

When the "buy American" slogan was adopted by certain business interests in this country its purpose was to keep American dollars at home and help the American farmer and the American laborer. The idea originated in Great Britain, where "buy British" was expected to be of great aid to British manufacturers. Now one of the authors of the latter slogan thinks the "buy British" campaign has gone far enough. "We want to buy American goods and we want America to buy British goods," he says.

Many in America who have used the slogan have lost sight of the fact that all money spent for imported goods remains in the United States, because it is spent here by foreign peoples for American products that they want. Therefore, as a well-known business paper pointed out recently, "One sure way to buy American is to buy foreign."

Now the "buy American" slogan being used in the oleomargarine industry is not quite the same thing. Some protest has arisen regarding it, originating with margarine manufacturers whose raw materials consist entirely of imported oils. But the slogan and the purpose back of it have been forced on the oleomargarine industry by the efforts of a competitive industry to put it out of existence.

For years the oleomargarine industry has been the victim of legislation designed to protect the dairy interests. More recently this has become so drastic as to seriously affect the industry, particularly so far as the use of domestic raw materials is concerned. The dairy interests, in seeking legislation against margarine, have pointed to the fact that the imported "cocoanut cow" was making inroads on strictly American-produced butter.

So successful have the dairy interests been through the imposition of heavy taxes that many manufacturers have been forced to seek the least expensive but most desirable raw materials for the manufacture of the product. Most important of these is imported cocoanut oil. As a result, only one-third as much beef fat and cottonseed oil and one-half as much peanut oil were used in 1932 in the manufacture of margarine as were used in 1916.

In spite of the many handicaps thrown about margarine, it has not increased either the demand for or the price of butter in this country. The reason for this is that low-income buyers cannot purchase butter even at present low prices. All the elimination of margarine has done is to deny to these people a spread for their bread. Normally

margarine would supply the needs of some 12,000,000 people who, by reason of unemployment or otherwise, are unable to buy good grades of butter.

Decline in the use of beef fat and cottonseed oil for margarine manufacture is a serious matter to livestock producers, meat packers, cotton farmers and cottonseed crushers. The fat of a good beef steer is worth \$1.00 more for use as food in the form of oleomargarine than it is worth in the form of soap, or for other uses to which it may be put. This increases the value of the steer to the livestock producer as well as the meat packer. The same is true of cottonseed oil, the value of which is 2c per pound or \$3.00 per bale of cotton more for use in the form of oleomargarine than it is worth for soap and other less important uses.

In order to meet the objections of the dairy interests, and to provide the best market possible for beef fat and cottonseed oil, oleomargarine manufacturers, livestock producers and cottonseed crushers are asking legislators in the various states to eliminate the tax if the product is made of fats or oils produced in the United States. At the same time it is pointed out that the oleomargarine industry is a good patron of the dairy industry, in that it consumes about 100,000,000 lbs. of milk annually in normal times, and to this extent reduction in oleo taxes would aid the dairy industry.

Already some states have passed a law permitting the manufacture and distribution, without tax, of oleomargarine made entirely of domestic fats and oils. It is hoped that other states will pass similar laws, and thus give the producer of fat via the beef animal a comparable advantage with the producer of fat via the dairy cow.

The amount of business the oleomargarine industry might take away from the dairy industry is negligible, when compared with the inroads of the dairy industry on the beef cattle industry. The marketing of dairy cows seriously reduces the market for beef steers and for beef cows. Beef producers have not fought for their rights on this basis, but it would be an important point in the minds of legislators not inclined to discriminate against one class of agricultural producers at the expense of another.

It will be seen, therefore, that the use of the "buy American" slogan in the margarine industry has a somewhat different significance from its use in general business and trade.

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# Practical Points for the Trade

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## Making Bockwurst

Bockwurst finds a good deal of popularity in the early spring months in many sections. A sausagemaker in the East says:

**Editor The National Provisioner:**

We have not made bockwurst for some years, but plan to make it this year during the spring months. Can you give us formula and directions?

There are a number of different formulas for the preparation of this product. One that makes a very nice sausage is as follows:

50 lbs. fresh veal  
50 lbs. fresh regular pork trimmings.

Chop the veal fine with ice. Do not use water. Grind the pork trimmings through the fine plate. Add ice after the pork is put in the chopper.

Then add the necessary amount of salt to season and the following seasoning ingredients:

8 oz. sugar  
¾ oz. powdered sage  
7 oz. white pepper  
¾ oz. thyme  
½ oz. cardamom  
3 lbs. onions, preferably green  
3 bunches of chopped parsley.

To the above meat and seasoning mixture add 3 lbs. dry milk.

The seasoning is added in the mixer, but the machine should not be allowed to revolve more than twice after the parsley is added if it is to be distinguishable.

This product is stuffed in wide sheep casings, the size of regular wieners. It is highly perishable and should not be kept on hand more than 4 days. Keep it just above the freezing point so it won't turn gray.

If the product is processed, it is cooked the same as frankfurters. However, some consumers eat it raw. In this case the pork trimmings used should be frozen for 20 days at a temperature not higher than 5 degs. F.

### Another Formula.

Another good formula which makes a highly perishable product is as follows:

35 lbs. boneless veal  
65 lbs. reasonably lean pork trimmings.

The trimmings should run about 65 per cent lean and 35 per cent fat. They should be frozen at least 20 days at a temperature not higher than 5 degs. F.

Enough salt is added to season the product, and in addition the following ingredients:

6 oz. ground white pepper  
4 oz. granulated sugar  
1½ oz. ground mace

1 oz. ground cloves  
1 teaspoon lemon extract  
8 oz. chives.

There is also added

1 doz. raw eggs  
1 gal. cold milk.

Grind the veal and pork through the ½ in. plate then put in the silent cutter for about one minute then add the pork trimmings. Chop all together for about 2 minutes additional. The pork trimmings must not be chopped so fine that they will render to grease. The consistency of the product should be about the same as for high grade frankfurters.

Add the eggs and cold milk in the silent cutting machine as well as the seasoning.

Stuff in sheep casings. This product is neither smoked nor cooked. It must be sold in a strictly fresh condition and it is highly perishable.

This formula should be used in making a product only on order.

### HOG COOLING LAYOUTS.

What is the best arrangement of sprays and coils in your hog coolers? Read chapter 4 of "PORK PACKING," The National Provisioner's latest book.

## Handling Casings

Do you know how to handle hog and sheep casings?

It means profit to you if you do and LOSS to you if you don't.

Complete directions for handling hog, sheep and beef casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They are invaluable to the packer who wants to handle his casings in the right way.

These may be had by subscribers, by sending in the attached coupon, together with a 5c stamp for each.

**The National Provisioner:**  
Old Colony Bldg., Chicago, Ill.

Please send me directions for handling hog beef casings.  
sheep  
(Cross out one not wanted.)

Name .....

Street .....

City .....

Enclosed find 5-cent stamp.

## Selling Branded Sausage

A packer who wants to educate the trade to using his sausage, which is put out under a brand name, says:

**Editor The National Provisioner:**

We are not getting the business we should have in sausage in our territory, and we plan to do some advertising to acquaint the trade with our product. Can you give us some suggestions for use in our advertising copy?

It is assumed that this packer makes quality sausage, or he would not attach to it his name and the brand he has given to his fancy hams and bacon. This being true, he should feature quality instead of price in advertising.

He can point out that if sausage is made of highest grade meats it can not sell for less than these meats sell for; as a matter of fact, it must command a higher price, because it is all meat and has, in addition, the cost of seasoning and the expense of preparation.

Consumers should be educated away from the price idea. At best the price at the present time will not be high, so that price is not so much of a factor as many manufacturers are inclined to believe it is.

Where retailers are served who cater to a class of trade with low buying power, then it is necessary to make a less expensive sausage. In doing this the less-demanded meats must be used, but there is no reason why such sausage should not be just as wholesome as sausage made of the more popular cuts from the carcass. Hearts, cheeks, skins, gullet meat, etc., are highly nutritious and edible products, and when properly handled, cured and seasoned make delicious sausage.

However, when wholesale demand calls for a very low-priced sausage the packer should meet this demand with an unbranded product, and not risk his good name where it is likely to be used to his disadvantage.

### BABY BEEF AT \$1.50 PER LB.

Baby beef was at a premium when the grand champion steers of the Southwestern Exposition & Fat Stock Show, held at Fort Worth, Tex., during the week ended March 18, sold at \$1.50 a pound. The steer was bought by the A. & P. Stores of Dallas and Fort Worth. The animal weighed 895 lbs. and brought approximately \$1,400 in sale price and prizes.

Is your pork cutting floor dry and clean, and free of trimmings? Read "PORK PACKING," THE NATIONAL PROVISIONER'S latest book. Write for information.

March 25, 1933.

## THE NATIONAL PROVISIONER

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**Cause of Watery Hams**

Trouble with watery hams is being complained of by a Western packer, who says:

Editor The National Provisioner:

Here of late our smoked hams are watery in the center. Will you advise what causes this condition?

There are a number of causes of hams being watery in the center. Among these are:

Too much pumping,

Too short time in cure,

Too little smoking—too short time in smoke or too low temperatures,

Quality of the ham itself.

Good pumping practice is as follows:

For a 12 lb. av. ham, 1 stroke in the shank;

12/14 lb. av., two strokes in the shank;

14/18 lb. av., two strokes in shank and one stroke in butt;

18/25 lb. av., two strokes in shank and two strokes in butt;

25/30 lb. av., two strokes in shank, two strokes in butt, one stroke in blood vein.

Pumping is used to speed up the cure and avoid possibility of off-flavor or spoilage. After the air has been displaced from the pumping equipment by giving the needle several strokes, it is inserted into the shank or butt of ham adjacent to the bone. Three ounces of pickle is about the average amount injected at each stroke. The pumping solution is strong, containing 8 lbs. sodium nitrate and 20 lbs. of sugar to 100 gals. of 90 deg. pickle.

Hams are overhauled three times during the curing period—five days after they are put in pickle, then 10 days later and finally 15 days after the second overhauling.

Hams are cured 3½ days to the pound. This is desirable to secure an even distribution of the cure and to develop good flavor. When the hams come out of cure they are soaked 3 to 3½ minutes for each day in cure in water of 70 deg. temperature.

Smokehouse temperature is usually around 110 degs. F. when the hams go in, unless they have been hung in a dry room before going into the smokehouse. This temperature is held until the meats are thoroughly dried off. It is then raised gradually to 135 degs. and held at this point for 18 to 22 hours, or until an internal temperature of 110 degs. is reached and the hams are well smoked. The smokehouse is then cooled down gradually to 110 degs. F. and the hams are removed as soon as they are properly smoked, in order to avoid excessive shrinkage.

These are processing practices that can be carefully checked by this inquirer to see if the difficulty is not a result of handling rather than in the quality of the ham itself.

**Brands & Trade Marks**

In this column from week to week will be published trade marks of interest to readers of THE NATIONAL PROVISIONER.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly with the U. S. Patent Office.

**TRADE MARK APPLICATIONS.**

**Caliente** Food Products Co., San Bernardino, Calif. For pickled pigs' feet and Philadelphia scrapple. Trade mark: CALIENTE. Claims use since November 14, 1930. Application serial No. 328,837.



**Frank and Company**, Milwaukee, Wis. For canned and prepared food products—namely, sausages, meat roll, liver loaf, salami, braunschweiger style wurst, bacon, loin bacon, butts, meat loaf, head cheese, pigs' feet, pork loaf, frankfurters, hearts, spiced ham, spiced luncheon meat, minced sausage, pimento and meat luncheon spread, sulze, jellied sulze, liver spread, snouts, boiled ham, jellied corned beef, jellied tongue, smoked ham, beef fat and chili con carne with frijoles. Trade mark: FRANK'S. Claims use since 1860. Application serial No. 381,225.



**Merkel, Inc.**, New York City. For smoked butts. Trade mark: SUNRISE TENDER TREATS. Claims use since August 27, 1932. Application serial No. 331,662.



**Standard Nut Margarine Co., Inc.** For oleomargarine. Trade mark: GOLMAR. Claims use since August 11, 1920. Application serial No. 350,525.



**Standard Nut Margarine Co., Inc.** Indianapolis, Ind. For oleomargarine. Trade mark: BREDNUT. Claims use since September 29, 1930. Application serial No. 330,527.

**BREDNUT**

**Planters Edible Oil Co.**, Suffolk, Va. For edible oils for salads and cooking purposes. Trade mark: "HI-HAT." Claims use since June 3, 1932. Application serial No. 328,702.

**"HI-HAT"**

**John F. Jelke Co.**, Chicago, Ill. For oleomargarine. Trade mark: GOOD LUCK in a panel superimposed on an oval. Published September 20, 1932. No. 299,345.



**Frank and Company**, Milwaukee, Wis. For frankfurters. Trade mark: FRANKETTES. Published September 13, 1932. No. 299,097.

**TRADE MARKS GRANTED.**

**H. H. Meyer Packing Co.**, Cincinnati, O. For shoulders, dried beef, sausage, lard, bacon and other meat specialties—namely, cottage butts, jowl butts, ham, dry salt, picnics, luncheon meat, pigs' feet and dry salt bellies. Trade mark: GOLDEN CORN. Published November 15, 1932. No. 300,691.

**GOLDEN CORN**

**E. Kahn Sons' Co.**, Cincinnati, O. For meat and meat products. Trade mark: KAHN'S on a barred background. Published November 15, 1932. No. 300,705.

**F. G. Vogt & Sons, Inc.**, Philadelphia, Pa. For sausage. Trade mark: VO-LONA. Published October 4, 1932. No. 299,577.

**VO-LONA**

**Lever Bros. Co.**, Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: I. X. L. Published November 8, 1932. No. 300,490.

**Lever Bros. Co.**, Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: UNION. Published November 8, 1932. No. 400,491.

**Lever Bros. Co.**, Cambridge, Mass. For vegetable oil for salads and cooking. Trade mark: LA HACIENDA. Published November 8, 1932. No. 400,492.

# Refrigeration and Frozen Foods

## MEAT STORAGE IN CO<sub>2</sub>, GAS.

Experimental storage of fresh pork and bacon in an atmosphere of carbon dioxide gas at chilling temperature is said to have retarded spoilage and greatly reduced losses in weight due to shrinkage.

A hog carcass which had been stored for 10½ weeks, and a mild-cured unsmoked side of bacon which had been stored for 18½ weeks at a temperature of 32 degs. F., were exhibited recently at Smithfield market in London. The experimental work has been carried on at the Cambridge Low Temperature Research Station in England and is reported on briefly in a recent issue of "Cold Storage."

Two sides of unsmoked, mild-cured bacon stored for 18 weeks at a temperature of 30 degs. F. looked not more than a week old, and after being smoked the bacon was indistinguishable from bacon that had been subjected to no such storage period. Samples distributed for cooking and tasting were found to be free from rancidity, but there was a slight toughness of the lean.

When a hog carcass that had been stored for 17 weeks at a temperature of 30 degs. F. was broken up the freshly-cut surfaces were indistinguishable from those of fresh pork. The fat was perfectly sweet and free from rancidity, even that exposed in the body cavity. The lean meat exposed in the carcass was slightly dark. Cooking tests showed that the only difference between gas-stored and fresh pork was that the gas-stored meat was more tender and "perhaps a little lacking in flavor as compared with fresh meat."

A side which had been stored in CO<sub>2</sub> at 32 degs. F. for eight weeks was converted into bacon with a considerable amount of success. There was no sign of rancidity in the fat, the only fault being in the salty flavor of the lean.

From the purely scientific standpoint the storage of bacon in CO<sub>2</sub> is highly successful and the storage of chilled pork in CO<sub>2</sub> is a great improvement on present-day commercial methods, the report states. The carbon dioxide acts in two ways, it is explained. In the first place it prevents or greatly retards the growth of micro-organisms and, in the second place, it excludes oxygen and thus prevents the development of rancidity in the fat.

However, rancidity can be prevented only by using practically oxygen-free atmosphere for storage. Bacon fat was

found to become rancid if only 75 per cent CO<sub>2</sub> was used. Even with pork, the fat of which does not become rancid as quickly as that of bacon, 75 per cent CO<sub>2</sub> is not as satisfactory as 100 per cent, although any concentration of CO<sub>2</sub> above about 25 per cent was found to prolong the storage life of chilled pork to some extent by retarding the growth of micro-organisms.

The storage experiments were carried out in specially-designed metal containers, from which the air was displaced by CO<sub>2</sub>. The construction of larger units is believed to be practical, as this already has been done for egg storage. However, the maintenance of complete atmospheres of a gas like CO<sub>2</sub> is recognized as presenting difficulties, but these are not believed to be insuperable.

To be commercially successful this type of storage would have to pay the extra costs of equipment and operation, which have been found to be considerable.

## REFRIGERATION NOTES.

Pulaski Ice & Cold Storage Co., Hawkinsville, Ga., has applied for permission to surrender its charter and dissolve the business.

Greer & Williams are planning to erect an ice and cold storage plant on East Locust st., Mt. Sterling, Ky.

Work has started on erection of a new plant for the City Packing Co., Ft. Worth, Tex. It will be located at 301 Northeast Twenty-second st. Building will cost about \$30,000 and equipment about \$45,000. The old plant was destroyed by fire recently.

Seaboard Ice Co. has started construction work on a new \$300,000 ice manufacturing plant in Ashbury Park, N. J. It will have a capacity of 300 tons of ice a day.

Little Rock Cold Storage Co., Little Rock, Ark., has been incorporated by H. T. Welch and M. C. Hutton.

Georgia state legislature recently appropriated \$50,000 for the installation of a refrigeration plant at the Milledgeville State Hospital, Milledgeville, Ga. The plant is to be used for meat storage.

An addition to the plant of the Hynes Ice & Cold Storage Co., Canon City, Colo., is being planned. It will be erected on South Ninth st.

Home Ice Co., Gainesville, Tex., is planning the erection of a new ice manufacturing plant which is expected to be ready for operation sometime in May. About \$15,000 worth of equipment will be installed.

Spencer Ice Co., Spencer, Ia., owned by the Central Service Co., Des Moines, Ia., has been purchased by James Rousseau and Dale Cook.

## COOLED AND HEATED TRAILERS.

A number of new and unusual features to secure better temperature and air conditions have been incorporated in four semi-trailers placed in service recently by the Merchants' Dispatch. To obtain maximum load capacity with minimum gross weight the bodies are constructed of aluminum with 3½ in. of Dry Zero insulation in the roof and 2½ in. of the same insulation in the sides. The floor is insulated with cork.

Provisions are made either to refrigerate or heat the truck as kinds of products being transported and weather conditions require. Refrigeration is by ice and salt in an ice bunker at the front end of the body. A hot water system supplied with water from the truck cooling system is used for heating. An electric fan arrangement provides efficient air circulation and ventilation within the body.

Each trailer has a load capacity of 9 tons. Inside dimensions are 19 ft. 10 in. long, 7 ft. 3 in. wide, and 6 ft. 4 in. high. Interiors are lined with polished aluminum. Double doors protected by a tailgate are provided at the rear. A third door is located near the center of the right side. Two of the bodies are mounted on highway trailers and two on trail-mobile chassis. The bodies were constructed by the Merchants' Dispatch.

## SHIPPING FROZEN FRUIT.

Because carlot shipments of frozen fruits have reached such large proportions, the U. S. Department of Agriculture has been making experiments to determine facts on the best practices. It appears probable, as a result of these tests, that refrigerating costs can be lowered by determining the exact temperature requirements.

It was found that heavier salting of ice was needed toward the end of the journey than at the beginning in order to bring the fruit to market in best condition. The first test shipment consisted of five carloads of strawberries and raspberries shipped from Chehalis, Wash., to Chicago, Cleveland, and Boston, ordinary refrigerator cars being used. Temperature was kept below freezing by adding salt to the ice. Well insulated, ordinary refrigerator cars were found to be satisfactory for shipping the frozen fruit.

At the recent convention of the Northwest Fruit Barrelers Association, Robert Ireland, general manager of the Terminal Ice & Cold Storage Co., Portland, Ore., outlines his method of icing

March 25, 1933.

THE NATIONAL PROVISIONER

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PULMAN 2206

refrigerator cars to carry frozen fruit, and laid down six important rules that would aid in getting efficient service out of a properly iced car. These are:

1.—After the car is iced carefully close bunker hatches and allow the car to stand 24 to 48 hours, depending on outside temperatures, before loading.

2.—It is most important that car doors be kept closed except during the shortest possible interval when frozen goods are being placed in car. A piece of canvas the width of the door, split in the center to allow trucks to go through and flap back closing the opening, will prevent the entrance of much warm air.

3.—Never pile cartons or cases containing cold pack products against sides of car, as this will prevent fresh cold air circulation from bunkers and usually means a thawing out of product.

4.—Always have one foot of space, or more if possible, between top of load and ceiling of car to allow free air circulation from bunkers to center of car and back to bunkers.

5.—Remember that the ice in the bunkers does not refrigerate cold pack products placed in the car. Its purpose is to refrigerate vacant space in the car. In order to obtain its maximum efficiency it is necessary to allow ample space above the load for air circulation.

6.—It also has been demonstrated that in re-icing cars, only one bunker should be opened at a time. This prevents a current of air from passing through and materially raising the temperature.

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**FARM RELIEF BILL.**  
(Continued from page 14.)  
seekers now making miserable the lives of members of congress.

"The house committee also did its part to increase the attractiveness of executive places to be put at the disposition of the Secretary of Agriculture. As originally drawn the bill allowed salaries of more than \$7,500 to be paid to no more than ten of the new job holders. As amended by the committee the \$7,500 was changed to \$10,000."

**Nationwide Comment.**  
Other leading newspaper comments follow:

**NEW YORK TIMES**—The bill requires the government to perform an especially difficult task. In order to restore the ratio of 1909-'14 it would be necessary, on the present basis of non-agricultural prices, to increase the price of wheat to about 88 cents a bushel. . . . As the general level of prices rose it would be necessary to keep the farm prices advancing continuously. . . . "Parity" would thus be reached only when the government overtook a moving goal, and would be maintained only so long as the government kept abreast of it.

**MINNEAPOLIS TRIBUNE**—The bill grants to the Secretary of Agriculture powers that may rightly be termed dictatorial and it is upon his use of these extraordinary powers that we must depend for success or failure. Powers so great and varied can be used for weal or woe. It is an experiment that should be given a fair trial. For this reason we can see no reason for any substantial amendment to it.

**PHILADELPHIA PUBLIC LEDGER**—This measure goes entirely too far in conferring dictatorial powers on the President and his Secretary of Agriculture, in marking the most extensive invasion of private business and industry yet proposed and in placing a new and heavy burden

on every consumer. . . . As it stands, this is the worst farm bill ever written. It sets up a dangerous dictatorship bolstered by a new bureaucracy and vastly extends the government's invasion of private business. The justifiable sympathy of Congress for the unfortunate farmers should not blind it to the follies and perils contained in this extraordinary measure.

**DETROIT FREE PRESS**—The sensible thing for the sponsors of the President's agricultural relief bill to do will be to invite frankly any reasonable amount of clarifying criticism and discussion with a view to finding out just what may be the excellencies and defects of the measure and for the purpose of correcting errors and making improvements in it. Farm legislation is urgent, but not so urgent that Congress should pass a complicated measure without thoroughly understanding all it contains and what it is likely to produce of good or evil.

**BOSTON POST**—This farm relief plan is a price fixing scheme. It is admitted that the cost to consumers will amount to at least \$800,000,000 a year. The history of price fixing schemes is a sad one. This domestic allotment plan seems a very costly, highly doubtful remedy. Yet something of the kind must be given a trial.

**BALTIMORE EVENING SUN**—The farm bill may or may not have been a good bill as it came from the White House, but it certainly was not a good bill as it came from the house agriculture committee, for the committee struck out the provision that all jobholders employed under it should be subject to civil service rules. The President himself admits this farm bill is pretty dizzy legislation, even if it is administered honestly and intelligently. The risks involved are serious.

#### HOG REFRIGERATION.

*Chilling hogs is one of the most important things connected with curing. Have your men read the "do's" and the "don'ts" in "PORK PACKING," The National Provisioner's latest revision of "The Packers' Encyclopedia."*

# A Page for the Packer Salesman

## More Tonnage in 1933

### Methods by Which Packer Salesmen Can Increase Efficiency

Most packer salesmen hope to do a better selling job in 1933 than they did in 1932—that is, they have this hope if they are conscientious workers.

A sales manager for a prominent meat concern was asked recently how the average packer salesman can increase his tonnage.

His reply is interesting and contains some helpful hints. Here it is:

**Editor THE NATIONAL PROVISIONER:**

Recently one of the younger salesmen on our staff asked me how he could increase his tonnage during 1933. He was sincere, and there was no attempt to be funny on my part when I told him, "WEAR OUT MORE SHOE LEATHER."

I meant that the best way to increase sales (for the man who understands selling and who knows his product) is to work harder. I think this young salesman got the idea. I preferred that he work out the details for himself.

In the many years I have been directing packer salesmen my most difficult job has been to convince them that the more they expose themselves to sales the more sales they will make.

#### Know Them All.

If I were to go on the road again my first step would be to ascertain every prospect in my territory, and I would visit each one of them as quickly as possible. Then I would separate the sheep from the goats and go after the best prospects energetically. But I would not neglect the others. I would try to call on these as time permitted.

Many salesmen are apt to give up too easily, to discontinue calling on a prospect if sales are not forthcoming quickly. One never knows how good a prospect is. The only safe rule is never to give up.

It is important also to keep an eye out continually for new customers. It is valuable to get to retailers who are opening stores as early as possible before the opening date. Early on the job quite often secures customers who can be retained with the right servicing.

A salesman's capital is his time, and he should plan to use it to the best advantage. A few minutes saved here and there means a few extra calls each day. And a few extra calls each day means a large total of constructive work done in a year.



A selling job should not be slighted to gain a few minutes, but there are possibilities for many packer salesmen to improve their selling technique—make their methods more efficient—and thereby save time to be devoted to making additional calls.

#### Opportunities for Go-Getters.

Cultivation of a cheerful manner is particularly important at this time. No one likes to deal with a grouch at any time, but in times like these he is doubly unwelcome. The retailer has plenty of troubles of his own and he is not inclined to listen to salesmen's woes.

The successful salesman must not nurse an inferiority complex. He must radiate optimism, courage and faith.

The situation insofar as meat selling is concerned has been a difficult one. But even though buying power is low and competition keen, there is still plenty of business for the salesman who studies his problems and who makes an intelligent, persistent effort to do a good selling job.

Yours truly,  
PACKER SALES MANAGER.

#### GET YOUR LIST PRICE.

Retail meat prices have been low, perhaps too low for the good of packers, retailers and producers. This applies also to many other products. Prices in all lines must be brought back to profitable levels. As long as industry continues to take losses the return of better economic conditions cannot be expected.

The most constructive contribution packer salesmen can make—and the least they ought to do—in aiding the return of better conditions is to get list prices.

"From my contact with salesmen in my territory," one packer salesman said recently, "it seems to me there has been a decided weakening of morale—a tendency to take the price that is

offered and too little determination to hold out for the price that will leave the company a fair profit. Most of us, it seems, have become afraid of the higher price.

"Someone has said: 'A man who sells a poor thing for a fancy price sells some of his self-respect. When a man sells a good product he gives to the customer a satisfaction more important than the price he asks.'

*"The policy of evading a fair price is not going to get us salesmen anything. Sooner or later the issue will have to be met.*

"From the standpoint of the salesman there would seem to be a distinct advantage in having the price question disposed of at the outset, so that it will not bob up as an objection in the closing stages of the sale.

"The meat industry produces much high quality product that at this time particularly is priced at less than it is worth. If a product has to be higher priced in order to maintain its quality it seems to me the better plan is to acknowledge the fact rather than admit it grudgingly."

#### EYES OFF THE BUMPS.

Last summer, driving east from Salt Lake City, I ran into a long stretch of road being rebuilt. All afternoon I dodged rocks, broken pavement, road graders and ditching machines.

By sundown I was tired and sore. Every mile of road seemed to get rougher and rougher. I would speed up the little old car, then hit a rough spot, and pretty soon down came the speed to 25 or 30 miles per hour. Yet I wanted to reach Rawlins, Wyo. When the moon came up the shadows on the rough spots of the road seemed to emphasize the bumps.

The brighter the moon shone the rougher the road seemed. I decided to give up and spend the night at some roadside camp. Then suddenly the moon went down. It was dark. I couldn't see the rough spots.

Pretty soon I began to speed up. The speedometer reached 40 miles per hour, then 45, then 50. The road was rough, but that didn't make nearly as much difference as when I could see the rough spots ahead.

When I reached Rawlins a man in the garage told me the last 10 or 15 miles I had traveled were the roughest of the trip. But because I couldn't see them they didn't seem so rough. When the moon was shining I was looking for bumps. And looking for them I found them.

Selling will be like that for some time to come. Those of us who look for rough spots will find them. But if we don't look for them the road will seem smoother and the traveling easier. —The American Salesman.

# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Prices Irregular—Cash Trade Fair—Hog Run Moderate—Hogs Irregular—Farm Aid Developments Awaited.**

Developments in hog products the past week was one of fair activity and extremely irregular price movements. Lard, after scoring gains of 73 to 80 points over the lows of March 3, re-acted some 50 to 60 points, from last week's highs.

The upturn reflected the strength in the cash lard market while the futures market was closed, and also excited covering and some buying on the inflationary theory. Following the resumption of trade, however, there was a slackening in demand for cash products, together with irregular developments in live hogs, even though the movement of the latter continued rather moderate. Development of weakness in commodities generally, together with uncertainties regarding the farm aid bill, served to bring about liquidation. This uncovered a weakened technical position and brought about almost as rapid a setback as the bulge of the previous week.

Hogs have moved quickly both ways. The hog market, everything considered, held rather well. Top hogs at Chicago, after reaching a level of 4.40c, reacted to 3.85c, recovered this week to 4.30c, and then dropped back to 4.15c, which compared with 4.20c at the close of the previous week. Average hog price at Chicago, this week was 4.10c, compared with 4.05c the close of last week; 3.85c a week ago, 4.35c a year ago, and 7.45c two years ago.

### Hog Receipts Up.

Receipts of hogs at western packing points last week were 346,900 head, against 310,600 the previous week and 430,400 head the same week last year. Average weight of hogs at Chicago last week was 245 lbs., against 241 lbs. the previous week, 237 lbs. a year ago and 243 lbs. two years ago. The heavier weights apparently reflected the continuation of a favorable spread between corn and live hogs and served to indicate that liberal feeding has been under way. This, with the quieter cash trade, created some apprehension as to what the lard stocks might do the last half of the present month after having decreased in a fair way the first half of March.

The increase in the German import duty on lard and the sharp reduction in slaughter supplies of hogs in the United States were noted by the U. S. Bureau of Agricultural Economics "as the most important developments in the hog situation during February."

Prices of hogs in both the United States and Europe averaged higher in February than in January. Prices of pork on domestic and foreign markets also were higher, but lard prices were steady to lower.

Lard exports from the United States

in January were reported the largest for any months since December, 1929. A large part of the increase was attributed to increased takings by Germany in anticipation of the advance in the import duty.

Considerable interest was evidenced in the provision trade in the farm aid bill. Developments at Washington will be watched closely, as it appears to be the intention to include hogs. A great deal of opposition has developed against the bill, which was passed by the House on Wednesday by a large majority, but which is expected to meet opposition in the Senate.

**PORK—Demand was moderate, but the market was firm and higher in the East. Mess at New York was quoted at \$17.25 per barrel; family, \$16.50 per barrel; fat backs, \$11.50@14.00 per barrel.**

**LARD—Demand was moderate and the market irregular. At New York, prime western was quoted at 4.60@4.70c; middle western, 4.45@4.55c; New York City tapers, 4 1/4@4 1/2c; tubs, 4 1/2@4 1/4c; refined continent, 4 1/2c; South America, 5 1/2@5 1/4c; Brazil kegs, 5 1/2c; compound, car lots, 6 1/4@6 1/2c; smaller lots, 6 1/2@6 1/4c. At Chicago, regular lard in round lots was quoted at 27 1/2c**

under May; loose lard, 67 1/2c under May; leaf lard, 70c under May.

**BEEF—Market was firmer, but demand was moderate. At New York, mess was nominal; packet, nominal; family, \$10.50@11.00 per barrel; extra India mess, nominal.**

*See page 30 for later markets.*

### BRITISH PORK IMPORTS.

More hams and frozen pork were imported into the United Kingdom during January, 1933, than in the same month a year earlier, but less bacon and dry salt meats.

Ham imports, 7,100,240 lbs., were 54 per cent larger than those in January, 1932, accounted for primarily by an increase of 66 per cent in supplies from the United States.

Frozen pork imports, 3,384,528 lbs., were 18 per cent greater than in the same month year ago, the bulk of the increase coming from New Zealand and Canada. Empire countries supplied 74 per cent of the total amount, while a year ago they supplied only 55 per cent.

Bacon imports during the month totaled 96,602,013 lbs. This was a drop of 4 1/2 per cent from the previous Janu-

## Hog Cut-Out Values Decrease

Cut-out values of hogs showed considerable loss during the current week compared with the previous period. Hog costs mounted but product prices failed to keep pace. During the week hog prices reached within a nickel of the highest point of the past six months.

Quality of receipts has shown marked improvement with a distinct tendency toward heavier hogs. At Chicago poorly finished hogs are far in the minority. Prospect of better prices through the spring months is believed to be an incentive for farmers to hold hogs for further finish. Average weight at Chicago during the past week was 249 lbs. compared with 244 lbs. the previous week and 236 lbs. two weeks earlier. Considerable increase was noted during the current week in hogs weighing 300 lbs. and over.

Receipts at the twelve principal mar-

kets totaled 319,600 head, compared with 256,800 a week ago and 336,200 a year ago. Extreme top for the week was \$4.35, with an average of \$4.15 on the highest day. Prices fluctuated considerably from day to day, showing their greatest weakness on the third day of the period, but recording considerable recovery on the last day.

A decided undercurrent of strength is apparent in the product market, particularly on pickled meats, and considerable business is being done in a carlot way. Fresh pork loins have fluctuated during the week, the general tendency being downward.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, average costs and credits at Chicago being used.

	160 to 180 lbs.	180 to 220 lbs.	220 to 250 lbs.	250 to 300 lbs.
Regular hams	\$1.14	\$1.09	\$1.06	\$1.05
Ponics	.28	.25	.23	.21
Boston butts	.29	.29	.29	.29
Pork loins	.49	.83	.73	.63
Bellies, light	.83	.75	.45	.14
Bellies, heavy	...	...	.18	.44
Fat backs	...	...	.12	.18
Plates and jowls	.06	.07	.06	.06
Raw leaf	.07	.07	.07	.07
P. S. lard, read. wt.	.49	.55	.49	.45
Spareribs	.07	.07	.07	.07
Regular trimmings	.08	.08	.07	.07
Feet, tails, neckbones	.05	.04	.04	.04
Total cutting value (per 100 lbs. live wt.)	\$4.30	\$4.00	\$3.88	\$3.73
Total cutting yield	68.50%	69.50%	71.00%	72.00%
Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well finished live hogs of the weights shown, plus all expenses, the following results are secured:				
Loss per cwt.	\$ .20	\$ .44	\$ .55	\$ .59
Loss per hog	.34	.88	1.31	1.70

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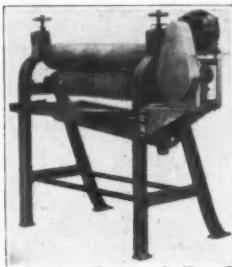
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ary, when 101,158,624 lbs. were imported. The chief decline was in the product from Denmark and Lithuania, the former declining 22 per cent. Salted pork imports totaled only 221,872 lbs.

◆◆◆  
**RUSSIAN PORK EXPORTS.**

Russian exports of cured pork totaled 3,997,000 lbs. in 1932, compared with 4,076,000 in 1931 and 5,990,000 lbs. in 1930. Frozen pork exports totaled 121,000 lbs. in 1932. In 1931 no frozen pork was exported and in 1930 1,759,000 lbs. Casings exports totaled 14,202,000 lbs. in 1932, 15,102,000 lbs. in 1931 and 22,740,000 lbs. in 1930. Cottonseed exports in 1932 dropped to 5,935,000 lbs., compared with 10,483,000 lbs. in 1931 and 10,706,000 lbs. in 1930.



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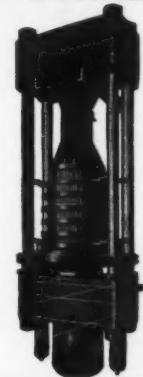
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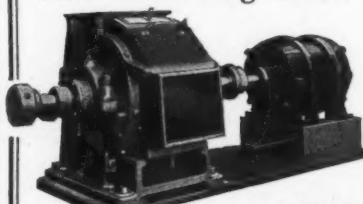
ports and exports, with the result that the net imports of 670,000 tons were practically identical with those of the preceding year. Fish oils showed an increase of about 70 per cent in imports, the total of this class of oils being 272,000 short tons.

Important factors in the changes occurring were restriction of imports, control of foreign exchange, depreciation in currencies and increases in tariffs.

◆◆◆  
**LARD AND GREASE EXPORTS.**

Exports of lard from New York City Mar. 1, 1933, to Mar. 22, 1933, totaled 84,36,611 lbs.; tallow, 291,200 lbs.; greases, 160,000 lbs.; stearine, 61,240 lbs.

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March 25, 1933.

THE NATIONAL PROVISIONER

27

# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—Tallow market in the East the past week has been quiet and largely one of awaiting developments. For a time the market took on a stronger appearance, but it was evident that consumers were not inclined to come up further in their ideas. Last business in extra New York was at 2½c f.o.b. Unconfirmed reports of business at higher prices were current, and for a time it appeared as though buyers in order to secure supplies would have to pay better prices. However, the general weakening in commodities this week, took the edge off the market and while producers were not pressing offerings, there was a feeling that business would be accomplished at the last sales levels.

Important changes in one of the leading soap companies led to gossip of a prospective change in operating plans. Gossip also had it that in some sections of the country soap distributors have been loaded up with supplies recently, with the result that demand was less active at the moment. This was looked upon as slightly bearish on tallow for the immediate future.

At New York, special was quoted at 2½c; extra, 2½c f.o.b.; edible, 3½c f.o.b.

At Chicago, demand continued fairly active for both nearby and forward shipment tallow. The tone was steady and offerings rather light. At Chicago, edible was quoted at 3½c; fancy, 3¾c; prime packer, 3¾c; No. 1, 2¾c; No. 2, 2½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, March shipment, was up 3d at 20s 9d. Australian good mixed at Liverpool, March shipment, was off 3d at 19s.

**STEARINE**—Market for stearine at New York ruled rather quiet and about steady. Oleo was quoted at 4½c bid and 4½c asked. At Chicago, demand was moderate, and the market was steady. Oleo was quoted at 4c.

**OLEO OIL**—Aside from routine interest, there appeared little new in this quarter. Prices were holding fairly steady. At New York, extra was quoted at 5%@6c; prime, 4½@5c; lower grades, 4c. At Chicago, trade was moderate, but the market was steady. Extra was quoted at 5½c.

See page 30 for later markets.

**LARD OIL**—Demand showed slight betterment recently, and prices firmed with raw materials. Trade was quieter the last few days. At New York, pure was quoted at 8½c; extra winter, 7½c; extra, 7c; extra No. 1, 6½c; No. 1, 6½c; No. 2, 6½c.

**NEATSFOOT OIL**—Demand has been fair in this quarter of late, and prices have firmed moderately. Pure at New York was quoted at 10c; extra, 7c; No. 1, 6½c; cold test, 13c.

**GREASES**—A fair volume of business and a firm tone featured the grease markets at New York for a time. Re-

newed weakness in the outside markets, and in tallow, appeared to have been taken off the grease markets again. Producers, however, were unwilling to press offerings. As a result, an awaiting attitude appeared to develop on both sides. Little or no export interest was in evidence. Sales of house yellow and good grades of brown greases were reported at 2%@2½c, followed by sales of house at 2%.

At New York, yellow and house were quoted at 2%c f.o.b.; A white, 2½@2½c; B white, 2%@2½c; choice white, tierces, at 3½c.

At Chicago, the market was firm on choice white grease and intermediate grades, with demand fair and offerings moderate. At Chicago, brown was quoted at 1%c; yellow, 2½@2½c; B white, 2%c; A white, 2½c; choice white, all hog, 3c.

## By-Products Markets

### Blood.

Chicago, Mar. 23, 1933.

Offerings light and demand good. Market somewhat higher.

Unit Ammonia.  
Ground and unground ..... \$1.75@2.00

### Digester Feed Tankage Materials.

Producers holding for \$2.00. Buyers bidding \$1.85.

Unit Ammonia.  
Unground, 10 to 12% ammonia ..... \$1.85@2.00 & 10c  
Unground, 8 to 10% ammonia ..... 1.85@2.00 & 10c  
Liquid stick ..... @1.00

### Dry Rendered Tankage.

Demand continues good. Offerings are not heavy.

Hard pressed and exp. unground per unit protein ..... \$ .50  
Soft prsd. pork, ac. grease & quality, ton ..... @19.00  
Soft prsd. beef, ac. grease & quality, ton ..... @15.00

### Packinghouse Feeds.

Feeds are somewhat firmer. Prices a little stronger.

Per ton.  
Digester tankage meat meal ..... 25.00@30.00  
Meat and bone scraps 50% ..... 30.00@35.00  
Steam bone meal, special feeding per ton ..... 25.00@27.00  
Raw bone meal for feeding ..... 22.00@25.00

### Fertilizer Materials.

Trading continues quiet. Material testing 10 to 12 per cent ammonia offered at \$1.00@1.10 & 10c.

High grd. ground, 10@12% am. ..... \$1.00@1.10 & 10c  
Low grd., and ungrd. 6-0% am. ..... 1.00@1.10 & 10c  
Bone tankage, ungrd., low gd. per ton ..... @12.00  
Hoof meal ..... @1.00

### Bone Meals (Fertilizer Grades).

Offerings light. Inquiries somewhat more numerous.  
Steam, ground, 3 & 50 ..... @18.50  
Steam, unground, 3 & 50 ..... @15.50

### Gelatine and Glue Stocks.

Trading continues very light. Prices largely nominal.

	Per ton.
Kip stock	\$10.00@12.00
Calf stock	12.00@15.00
Shears, pizzles	@10.00
Horn pits	16.00@17.00
Cattle jaws, skulls and knuckles	@19.00
Hide trimmings (new style)	4.00@6.00
Hide trimmings (old style)	6.00@8.00
Pig skin scrapes and trim, per lb.	@2½c

### Horns, Bones and Hoofs.

Offerings of packer bones limited. Buyers not numerous.

	Per ton.
Horns, according to grade	\$80.00@150.00
Mfg. shin bones	65.00@110.00
Cattle hoofs	@11.00
Junk bones	@12.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

### Animal Hair.

Market continues dull. Prices largely nominal.

	Per ton.
Summer coll and field dried	1½@ ¾c
Winter coll dried	¾@ ¾c
Processed, black winter, per lb.	3½@ ¾c
Cattle, switches, each*	2½@ ¾c

\*According to count.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Mar. 22, 1933.

Ground dried blood sold @ \$1.90 per unit f.o.b. New York which is the present quotation. South American for April arrival is offered @ \$1.85 per unit c.i.f. Atlantic coast ports. Stocks of domestic material here are small.

Last sale of ground tankage was at \$1.75 & 10c and unground has been selling at from \$1.50 to \$1.60 & 10c, f.o.b. New York, with practically no stocks on hand here.

Foreign bone meal, 3 per cent and 50 per cent has been in good demand and prices are firm.

Dry rendered tankage unground has been selling at 45c per unit and ground at 50c per unit, f.o.b. New York, with seller's views now 5c above these prices.

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## MARGARINE CONTAINERS LAW.

Provisions for wholesale and retail containers for oleomargarine are included in an amendment to section 6 of the original oleomargarine act of 1886, which was passed just prior to the close of the last Congress. The revised section 6 now reads as follows:

"Sec. 6. That all oleomargarine shall be packed by the manufacturer thereof in firkins, tubs, or other wooden, tin-plate, or paper packages, not before used for that purpose, containing, or encased in a manufacturer's package, made from any of such materials of not less than ten pounds and marked, stamped, and branded as the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall prescribe; and all sales made by manufacturers of oleomargarine and wholesale dealers in oleomargarine shall be in original stamped packages."

"Retail dealers in oleomargarine must sell only from original stamped packages, in quantities not exceeding ten pounds, and shall pack, or cause to be packed, the oleomargarine sold by them in suitable wooden, tin-plate, or paper packages which shall be marked and branded as the Commissioner of Internal Revenue with the approval of the Secretary of the Treasury, shall prescribe."

"Every person who knowingly sells or offers for sale, or delivers or offers to deliver, any oleomargarine in any other form than in new wooden, tin-plate, or paper packages as above described, or who packs in any packages any oleomargarine in any manner contrary to law, or who falsely brands any package or affixes a stamp on any package denoting a less amount of tax than that required by law shall be fined for each offense not more than \$1,000, and be imprisoned not over 2 years."

## JAN. MARGARINE PRODUCTION.

Margarine production during January, 1933, showed an increase of 1,071,329 lbs. or 5½ per cent over that of the same month a year previous, according to figures of actual production, as reported by manufacturers to the U. S. Department of Agriculture as follows:

	Jan., 1933,	Jan., 1932,
	Ibs.	Ibs.
Uncolored margarine:		
Exclusively vegetable	17,453,630	15,794,963
Animal and vegetable	3,095,470	3,487,855
Total	20,549,100	19,282,815
Colored margarine:		
Exclusively vegetable	123,465	125,956
Animal and vegetable	80,510	272,975
Total	203,975	398,931
Grand total	20,753,075	19,681,746
Colored and uncolored margarine:		
Exclusively vegetable	17,577,095	15,920,916
Animal and vegetable	8,175,980	8,760,830
Total	20,753,075	19,681,746

## TEXAS PROTECTS U. S. FATS.

Pending before the Texas legislature is a measure which proposes a tax of 10¢ per pound on oleomargarine made in whole or in part of foreign fats or oils. It does not place a tax on oleomargarine made exclusively of domestic fats and oils, like beef fat, cottonseed oil, and other edible American fats and oils. The measure passed the lower house of the legislature by a large majority and is now before the Senate. It is known as House Bill No. 429.

## THE NATIONAL PROVISIONER

## Vegetable Oils

Methods of handling and processes of manufacture are described by an authority in a series of articles reprinted from the pages of THE NATIONAL PROVISIONER.

The list covers Cottonseed Oil (Filtration and Purification, Neutralizing or Refining, Agitation, Clarifying, Bleaching, Grading, Deodorizing), Vegetable Shortening and Compound (Deodorizing, Crystallizing, Packaging), Winter Oil (Graining, Pressing), Hydrogenating Cottonseed Oil, Refining Other Edible Vegetable Oils (Corn Oil, Peanut Oil, Cocoanut Oil), Manufacture of Margarine.

Copies of this series of articles may be obtained at 25¢ each upon application to Book Department, THE NATIONAL PROVISIONER, 407 So. Dearborn St., Chicago.

## ARGENTINE VEGETABLE OIL.

There was more vegetable oil manufactured in Argentina in 1931 than during any previous year, and there was also more seed employed in the manufacture of this oil. The figures for 1931 show an increase of 17.27 per cent of oil manufactured over 1930 and an increase of 14.5 per cent in the seed used. Compared with the figures for 1924 they show an increase of 64.69 per cent in oil manufactured and 76.29 per cent in seed used.

There are about 30 firms engaged in vegetable oil manufacture, ranging in size from very small with obsolete equipment to large modern plants with the most modern machinery. The total seed crushed in 1931, according to the U. S. Department of Commerce amounted to 330,731,211 lbs., the oil obtained to 67,182,681 lbs. and the oil cake to 148,423,002 lbs., compared with 288,732,286 lbs., 57,286,489 lbs. and 136,132,077 lbs. respectively in 1930.

Imports of edible oils in casks or cans into Argentina in 1931 amounted to 91,579,550 lbs.

## PHILIPPINE COCOANUT OIL.

Philippine copra, cocoanut oil and copra cake marketed during February, 1933, are reported as follows: Exports of copra during the month totaled 10,986 short tons, of which the United States took 8,133 tons. Prices, buyers warehouse Manila, per 100 lbs. were, high \$1.27, low \$1.14. Exports of cocoanut oil during the month totaled 28,805,304 lbs. of which the United States took 28,344,542 lbs. Prices per pound Manila, in drums, high \$0.027, low \$0.025. Of the 9,066 short tons of copra cake exported, the United States took 546 tons. Prices f.o.b. steamer at Manila per short ton were, high \$11.34, low \$10.66.

## NIGERIAN PALM OIL.

Exports of palm oil from Nigeria during 1932 totaled 129,987 short tons, compared with 132,360 short tons in 1931. Palm kernel exports during the two periods were 346,149 and 284,988 tons respectively.

## SOUTHERN MARKETS

## New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 22, 1933.—Cotton oil futures were down 20 points for the week, due to poor demand and lack of hedging operations. Crude is also down ½ @ ¼ lb. according to location. Prime bleachable is barely steady at 3.45¢ lb. loose New Orleans. Final ginning figures indicate a larger output of oil and a larger oil carryover than previously estimated.

## Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 23, 1933.—Prime cottonseed oil, 2.65¢ lb.; forty-three per cent meal, \$12.00; hulls, \$3.00.

## Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 23, 1933.—Crude cottonseed oil, 2 ½ @ 2 ½¢ lb.; forty-one per cent protein cottonseed meal; \$13.00; loose cottonseed hulls, \$2.00.

## MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 22, 1933.

Cottonseed meal market was much easier today than yesterday. Prices gave way, and May sold at \$13.65, against \$13.90 bid yesterday on the close. The market may be said to have lost about 35¢ today. Trading was in reasonably good volume, and there was some support to the market at around \$13.65 for May. Conditions surrounding spot business are quiet. Demand is extremely light, and the trade appears to be awaiting further developments before taking any decided stand on the market. The close was steady at the decline.

Cottonseed market was dull and inactive. Bid prices were reduced 50¢ per ton, but offerings were apparently strongly held. Market was quiet during entire day.

## MARGARINE BY NEW PROCESS.

Denmark's largest producer of margarine has developed a new process of manufacture, it has been reported. The method has been labeled "gradonising," the term having been trademarked. It is claimed the process gives margarine more substance and greater resistance against temperature changes. The method is purely Danish, having been invented and perfected by the company's research workers.

## COTTONSEED PRODUCTS EXPORTS

Exports of cottonseed products for six months ended January 31, 1933, reported by the U. S. Census Bureau:

	Item.	1933.	1932.
Oil, crude, lbs.	21,429,787	3,982,067	
Oil refined, lbs.	4,052,050	3,336,450	
Cake and meal, tons of 2,000 lbs.	110,423	170,000	
Linters, running bales	84,237	57,778	

## HULL OIL MARKETS.

Hull, England, Mar. 22, 1933.—(By Cable.)—Refined cottonseed oil, 21s 3d; Egyptian crude cottonseed oil, 18s 6d.

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March 25, 1933.

THE NATIONAL PROVISIONER

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# Vegetable Oil Markets

## WEEKLY REVIEW

**Turnover Fair—Market Irregular—Cash Trade Moderate—Easier Outside Markets a Factor—Late New Crop Start Feared—Crude Easier.**

Following reopening of the future market after the bank holidays, prices bulged some 38 to 41 points on cotton oil. The strength, however, was only momentary, prices ultimately sagging 22 to 25 points from last week's highs.

Turnover was fair in volume, but irregularity developed, traceable somewhat to a slowing down in cash trade to moderate proportions and development of renewed weakness in the outside markets. This was particularly true of allied markets, especially lard and cotton. To some extent the renewed downward trend was traceable to uncertainties regarding the farm aid bill. While cotton and grain trades looked upon the bill as unsatisfactory, nevertheless it embodied the Smith cotton bill, designed to bring about a reduction in acreage which recently was favorably construed, and which even at this writing is looked upon favorably.

However, the fact that the bill places too much control in one hand appeared to have taken from it what good features it may have. Weakness in grains and stocks did not help sentiment any, and an easing in the crude markets naturally followed the developments in oil futures. The situation at Washington largely offset renewed showery and unfavorable weather for crop preparation in the South.

Crude oil in the Southeast was reported to have sold up to 3½c, but since has reacted to 3c bid. The highest sales in the Valley appeared to be around the 3c level, with subsequent reports of sales having been made in that section at 2½c. In Texas, the market was 2½c bid most of the time. Very little in the way of crude business was heard from the latter quarter.

### No Change in Oil Situation Expected.

During the week, quite a little switching was under way, particularly from May to September at around 30 points difference. Little was done in the spot month, but the indications were that, although there are several weeks to go before May delivery day, the May longs were already taking advantage of transferring their holdings as far away as possible. This operation served to keep the nearby positions in a rather firm technical position, in that refining interests readily lifted hedges from the nearbys and placed them upon the later months.

At the same time, there was a feeling that this disposition on the part of the longs was a correct attitude, as at this time there is little in the situation to indicate any independent strength in the oil market. The large visible stocks preclude any possibilities of shortage. Supplies of hogs in the country are plentiful, and lard continued to compete sharply with compound. Under

such conditions, and without improvement in commodities in general, the disposition is growing that little or no change will be witnessed in the oil situation until possibly the new season gets under way.

As far as the new crop is concerned, a very short crop would be an enormously helpful feature to oil values. This is due to the large visible supply, and the continued outlook for moderate monthly distribution until lard reaches a more normal parity with oil.

The weekly weather report said fair weather the first half of the week was favorable in most of the Cotton Belt, but heavy rains the latter parts of the week again saturated the soil in most central and eastern portions. Plowing and preparation for planting have made better progress in the Atlantic states. In the western portion of the belt, considerable plowing has been accomplished.

**COCOANUT OIL**—Business in this quarter was moderate, in fact some were disappointed at the lack of consuming inquiry during the past week. Prices held about steady. Tanks at New York were quoted at 3½c; bulk oil, 3c; Pacific Coast tanks, 2½@3c according to position.

**CORN OIL**—Demand was fair, with the last business reported at 3½c Chicago. At western mills, business was reported at 3½c, and the market was quoted 3½c outside mills. Tanks, f.o.b. Chicago, were quoted at 3@3½c.

**SOYA BEAN OIL**—Demand was moderate, but the market held firmly. Tanks, f.o.b. mills, were quoted at 3½c.

**PALM OIL**—Interest in this market continues quiet, and conditions are without particular change. Irregular movements in foreign exchange was a factor. At New York, spot Lagos and Nigre were quoted at 3c nominal; shipment Nigre, 2.60c; 12½ per cent acid, 2.60c; 20 per cent, 2½c. Bulk Sumatra is quoted at 2½c.

**PALM KERNEL OIL**—Purely nominal conditions prevailed in this quarter, with the market quoted at about 3c New York.

**OLIVE OIL FOOTS**—A fairly good business passed in foots this week, and the market was up ¼c and firm. At New York, spot was quoted 5@5½c, while shipment foots were quoted at 4½c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market firmed with cotton oil. Buyers' tanks, f.o.b. southern mills were quoted at 3½c. Bids below that level were reported turned down, but consumers did not appear anxious to follow the upturn.

**COTTONSEED OIL**—Store oil demand at New York was moderate, and the market was irregular with futures. Southeast crude was reported to have sold at 2.90c; Valley, 2½c. Prices were officially quoted at 89 under New York May asked; Texas, 114 under May asked.

Market transactions at New York:

**Friday, March 17, 1933.**

	Range	Closing
	Sales. High. Low. Bid. Asked.	
Spot	390 a	Bid
Mar.	390 a	405
April	395 a	415
May	410 a	415
June	415 a	425
July	420	423
Aug.	425 a	435
Sept.	435 a	442
Oct.	437 a	447

Sales, including switches, 10 contracts. Southeast crude, 110 under May bid.

**Saturday, March 18, 1933.**

Spot	385 a	Bid
Mar.	394 a	396
April	395 a	410
May	403 a	410
June	405 a	420
July	414 a	420
Aug.	415 a	430
Sept.	430 a	439
Oct.	430 a	445

Sales, including switches, 3 contracts. Southeast crude, 103 under May bid.

**Monday, March 20, 1933.**

Spot	390 a	Bid
Mar.	392 a	402
April	395 a	410
May	406 a	410
June	410 a	420
July	417 a	422
Aug.	420 a	435
Sept.	435 a	438
Oct.	436 a	446

Sales, including switches, 12 contracts. Southeast crude, 106 under May bid.

**Tuesday, March 21, 1933.**

Spot	390 a	Bid
Mar.	394 a	404
April	398 a	408
May	401 a	405
June	405 a	415
July	415 a	418
Aug.	418 a	430
Sept.	429 a	433
Oct.	430 a	438

Sales, including switches, 41 contracts. Southeast crude, 101 under May nominal.

**Wednesday, March 22, 1933.**

Spot	380 a	Bid
Mar.	380 a	390
April	380 a	395
May	389 a	395
June	392 a	402
July	403 a	402
Aug.	405 a	415
Sept.	420 a	420
Oct.	424 a	426

Sales, including switches, 74 contracts. Southeast crude 89 under May asked.

**Thursday, March 23, 1933.**

Spot	380 a	...
Mar.	380 a	390
May	393 a	399
July	405 a	409
Sept.	420 a	425

See page 30 for later markets.

March 25, 1933.

## Week's Closing Markets

### FRIDAY'S CLOSINGS

#### Provisions.

Hog products are irregular and recovering somewhat on buying by cash interests, strength in hogs, and a rally in grains. Cash trade is moderate; top hogs, \$4.25. Lard exports for week ending March 18 totaled 8,758,000 lbs.; a year ago they were 7,175,000 lbs. Total lard exports from January 1, 1933, to date have been 160,666,000 lbs.; a year ago they were 157,249,000 lbs.

#### Cottonseed Oil.

Cotton oil is moderately active and irregular with outside markets. Trade is featureless. Southeast and Valley crude, 115 under May bid, 90 under May asked; Texas, 128 under May bid, 115 under asked.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Mar., \$3.80@3.90; Apr., \$3.85@3.95; May, \$3.90@3.98; June, \$3.95@4.05; July, \$4.02@4.09; Aug., \$4.06@4.18; Sept., \$4.19@4.25; Oct., \$4.22@4.30.

#### Tallow.

Tallow, extra 2½c f.o.b.

#### Stearine.

Stearine, 4½c nominal.

#### Friday's Lard Markets.

New York, March 24, 1933.—Lard, prime western, \$4.75@4.85; middle western, \$4.65@4.75; city, 4%@4½c; refined Continent, 5c; South America, 5¼c; Brazil kegs, 6c; compound, 6½c.

### CANADIAN LIVESTOCK PRICES.

Leading Canadian centers, top live stock price summary, week March 16, 1933:

#### BUTCHER STEERS.

	Up to 1,050 lbs.		
	Week ended	Prev. week,	Same
	March 16.	week.	1932.
Toronto	\$ 5.00	\$ 4.75	\$ 6.75
Montreal	5.00	4.65	6.40
Winnipeg	4.50	4.00	5.50
Calgary	3.50	3.35	5.00
Edmonton	3.75	3.50	5.00
Prince Albert	3.00	—	4.25
Moose Jaw	4.00	3.75	5.50
Saskatoon	3.00	3.00	—

#### VEAL CALVES.

	Up to 800 lbs.	Up to 1,050 lbs.	Over 1,050 lbs.
Toronto	\$ 8.00	\$ 8.25	\$ 9.00
Montreal	7.00	7.00	7.50
Winnipeg	5.50	6.50	7.00
Calgary	5.00	4.50	6.50
Edmonton	5.50	5.50	7.00
Prince Albert	3.25	—	—
Moose Jaw	5.25	5.50	7.00
Saskatoon	5.15	5.00	6.00

#### SELECT BACON HOGS.

	Up to 800 lbs.	Up to 1,050 lbs.	Over 1,050 lbs.
Toronto	\$ 5.70	\$ 5.35	\$ 5.60
Montreal	5.75	5.50	5.90
Winnipeg	5.00	4.75	4.50
Calgary	4.75	4.35	4.50
Edmonton	4.70	4.50	4.25
Prince Albert	4.70	4.45	4.35
Moose Jaw	4.75	4.50	4.30
Saskatoon	4.70	4.60	4.35

#### GOOD LAMBS.

	Up to 800 lbs.	Up to 1,050 lbs.	Over 1,050 lbs.
Toronto	\$ 6.65	\$ 6.50	\$ 8.00
Montreal	6.00	\$ 8.00	10.00
Winnipeg	5.50	5.50	6.25
Calgary	4.50	4.25	5.25
Edmonton	4.50	4.35	—
Prince Albert	—	—	—
Moose Jaw	4.50	4.00	—
Saskatoon	4.50	—	5.50

\*Per head.

### PROVISION EXPORTS DECLINE.

Some idea of the decline in exports of hams and bacon from the United States and the rise in exports from Denmark to the United Kingdom during the past nine years is shown in the following figures, boxes of 500 lbs. each of hams and bacon, imported into the United Kingdom, together with the countries of origin.

	United States.	Canada.	Denmark.	Other countries.
1932	118,300	73,065	1,718,534	750,195
1931	176,884	27,337	1,643,957	766,380
1930	291,061	41,244	1,370,402	566,971
1929	330,668	66,654	1,114,854	461,961
1928	290,617	94,563	1,202,296	480,783
1927	304,006	142,639	1,138,280	413,326
1926	400,442	229,870	815,713	308,021
1925	627,053	326,000	827,498	122,713
1924	741,337	298,482	883,124	62,900

Of the above totals, figures for hams were as follows:

	United States.	Canada.	Denmark.	Other countries.
1932	104,207	32,144	—	—
1931	134,542	16,237	—	—
1930	183,941	19,041	—	—
1929	188,519	21,973	—	—
1928	170,154	25,481	—	—
1927	160,407	29,049	—	—
1926	224,081	36,448	—	—
1925	293,307	42,223	—	—
1924	330,451	32,688	—	—

During 1932 imports of hams and bacon from the United States declined 58,494 boxes while those from Canada increased 45,728 boxes, from Denmark the increase was 74,577 boxes and from "other countries" 13,815 boxes.

Watch the Wanted page for bargains.

### Watch the Markets!

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from ½c to 1c under the market.

A car sold at ½c under the market costs the seller \$37.50; at ¼c under he loses \$75.00; at ¾c under he loses \$150.00; at 1c under he loses \$300.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ½c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, March 23, 1933.—Hams and lard in good demand but no trade in picnics. General market strong with upward tendency.

Friday's prices were as follows: Hams, American cut, 68s; hams, long cut, 67s; Liverpool shoulders, square, none; picnics, none; short backs, none; bellies, clear, 46s; Canadian, 58s; Cumberrlands, 54s; Wiltshires, none; spot lard, 40s.

### BRITISH PROVISION IMPORTS.

Liverpool provision imports during Feb., 1933, reported by Liverpool Provision Trade Association:

Feb., 1933.

	Bacon, cwts.	Hams, cwts.	Lard, tons.
Feb., 1933	1,341	5,586	566
Jan., 1933	642	6,107	539
Feb., 1932	5,108	4,706	562

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, cwts.	Hams, cwts.	Lard, tons.
Feb., 1933	1,341	5,586	566
Jan., 1933	642	6,107	539
Feb., 1932	5,108	4,706	562

### MEAT IMPORTS AT NEW YORK.

Principal meat imports at New York for the week ended March 18, 1933:

Point of origin.	Commodity.	Amount.
Argentine—Canned corned beef	.....	27,000 lbs.
Argentina—Brisket beef	.....	900 lbs.
Canada—Bacon	.....	4,343 lbs.
Canada—Pork cuts	.....	1,545 lbs.
Canada—Sausage	.....	165 lbs.
Czechoslovakia—Ham	.....	2,022 lbs.
Czechoslovakia—Sausage	.....	1,038 lbs.
Finland—Sausage	.....	1,100 lbs.
Germany—Sausage	.....	5,822 lbs.
Germany—Ham	.....	2,155 lbs.
Italy—Salami	.....	1,733 lbs.
Switzerland—Bouillon cubes	.....	2,804 lbs.

### ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to March 16, 1933, show exports from that country were as follows: To the United Kingdom, 95,477 quarters; to the Continent, 19,391. Exports the previous week were: To England, 97,606 quarters; to Continent, 5,744.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended March 18, 1933, were 3,636,000 lbs.; previous week, 4,786,000 lbs.; same week last year, 3,839,000 lbs.; from January 1 to March 18 this year, 47,253,000 lbs.; same period a year ago, 43,823,000 lbs.

Shipments of hides from Chicago for the week ended March 18, 1933, were 2,956,000 lbs.; previous week, 4,102,000 lb.; same week last year, 5,076,000 lbs.; from January 1 to March 18 this year, 46,862,000 lbs.; same period a year ago, 50,740,000 lbs.

### WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended March 18, 1933:

Week ending	New York	Boston	Phil.
Mar. 18, 1933	4,083	1,901	.....
Mar. 11, 1933	13,519	.....	.....
Mar. 4, 1933	4,002	.....	7,906
Feb. 25, 1933	6,800	75	24,017
	82,883	2,976	.....
Mar. 19, 1932	1,590	.....	.....
Mar. 12, 1932	10,126	.....	.....
	119,891	23,068	60,399

## Hide and Skin Markets

### Chicago.

**PACKER HIDES**—The packer hide market opened the week with a very strong appearance and bids on the steady basis of 6c for native steers and light cows were declined, with killers' ideas a half-cent higher. However, with the easier appearance of all other commodity markets, packers accepted the bid prices for a moderate line of current take-off hides, around 18,000 hides moving on this basis. Most of the trading in current take-off was confined to three packers, while the fourth packer moved a block of 16,000 summer dating light native cows at a premium for that take-off.

Immediately following this movement, the market quieted down, due in part to the easier feeling in all commodity markets and also to the pressure of some re-sale hides being offered by speculative interests. There is a better feeling in the market as the week ends, with bids of 5½c reported for light native cows, while packers appear inclined to wait out the situation and continue to quote on the basis of 6c.

Killers have kept their stocks well cleaned up and are ending the winter season in very good statistical position, so far as stocks are concerned.

Native steers sold at 6c, steady price, for 1,000. Extra native steers quoted 5¾@6c, nom.

One packer sold 1,000 butt branded steers at 6c, steady. About 1,400 Colorados brought 5½c, steady. Heavy Texas steers quoted 6c, nom.; total of 1,800 light Texas steers sold at 5½c; extreme light Texas steers 5½c, nom.

About 2,800 heavy native cows sold at 5½c. One car current take-off River point light native cows sold at 6c; another packer moved a block of 16,000 Aug. to Oct. River point light native cows at 6½c, a half-cent premium for that dating. Total of 4,400 branded cows sold at 5½c.

Native bulls last sold at 5c, branded bulls 4½c, previous week.

**SMALL PACKER HIDES**—One local small packer sold about 2,000 Mar. hides, production of one outside plant, at 5½c for all-weight native steers and cows and 5c for branded, and declined these prices for March production of couple other plants.

Local small packer association sold a car Mar. bulls at close of last week at 5c for native bulls and 4½c for branded. Late this week 2,000 Mar. branded were sold at 5½c, followed by 1,200 Mar. extreme light native steers at 5½c, and 4,000 Mar. light native cows at 5c.

In Pacific Coast market, 1,500 hides sold early at 4½c, flat, for steers and cows, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES**—South American market about steady. At end of last week, 4,000 LaPlatas and 4,000 Rosarios sold at \$20.75 gold, equal to 6½c, c.i.f. New York, steady price. Later 4,000 B. A. steers sold to this country at \$20.50 or 6½c; also 4,000 Argentine steers later to Germany on same basis. One pack of 4,000 Uruguay steers sold to Germany equal to 6½c, c.i.f. New York.

**COUNTRY HIDES**—With the slightly easier feeling in the packer market,

offerings of country hides, as usual, are much more plentiful and this market continues very sensitive to changes in sentiment among the trade. Couple cars regular average all-weights sold at 4½c, selected, delivered. Heavy steers and cows quoted around 4@4½c, selected. Buff weights held at 5c, last trading price, and quoted 4½@5c nom. Extremes sold at 5½c late last week and now quoted 5½@5½c, selected. Bulls 2½@3c, flat. All-weight branded 3½@3½c, flat, less Chicago freight.

**CALFSKINS**—Packer calfskins quiet. As previously reported, one packer moved some Feb. light calfskins, 9½-lb. down, last week at 8c; also some Milwaukee all-weights at 8c, these being light average skins; another packer moved Feb. heavy calf, 9½-lb. and up, at same time at prices generally accepted as 9½c for St. Pauls and 9c for other points.

Chicago city calfskins active, around seven cars being reported at 6¾c for the 8/10-lb. and 7½c for 10/15-lb. Outside cities, 8/15-lb., quoted around 7@7½c; mixed cities and countries about 6½c; straight countries 5@5½c. Car Chicago city light calf and deacons sold at 45c, selected.

**KIPSKINS**—Last trading in Feb. packer kipskins was at 7c for northern natives, 6c for northern over-weights, southerns a cent less, and branded at 5c, about a month ago. Market quoted nominally around a cent higher, with 8½c recently asked for natives.

Chicago city kipskins last sold at 6½c and quoted around 7c, nom. Outside cities 6½@7c, nom.; mixed cities and countries 6@6½c; straight countries 5@5½c.

Packer regular slunks still awaiting trading to establish values, and quoted 40@45c, nom.

**HORSEHIDES**—Horsehides about steady; good city renderers quoted \$1.90 @2.00, with choice lots around \$2.25; mixed city and country lots \$1.75@1.90.

**SHEEPSKINS**—Dry pelts quoted around 7c, delivered, for full wools short wools half-price. Interest in packer shearlings is sufficient to keep the market cleaned up and in firm shape; one packer sold two cars this week at 45c for No. 1's, 32½c for No. 2's, and 22½c for fresh clips, or 2½@5c advance; another car sold at 42½c, 32½c and 22½c. Pickled skins were well cleaned up earlier at \$1.25 per doz. for Feb. and Mar. skins and packers talk \$1.50 in a nominal way at Chicago; a sale was reported at New York at \$1.62½ per doz. Couple cars Chicago packer wool lambs sold at \$1.10 per cwt. live weight. Outside small packer lamb pelts quoted 50@55c each.

### New York.

**PACKER HIDES**—Market active but some confusion exists as to details. Two packers understood to have sold half their March production of Colorados at 5½c and butt branded steers at 6c, and all their March native steers at 6c; one packer reported holding March hides.

**COUNTRY HIDES**—Offerings more plentiful on country hides with buyers holding back at the moment. Buff weights quoted 4½@5c, with top asked; extremes available at 5½c.

**CALFSKINS**—No trading reported this week in the calfskin market, with buyers not inclined to follow the higher asking prices. Asking 65c for collectors' 5-7's, 85c for 7-9's, and \$1.30 for 9-12's; last sales reported were at 85c for packers' 7-9's, and \$1.30 for packers 9-12's, with 12/17 veal kits at \$1.60.

### N. Y. HIDE EXCHANGE FUTURES.

Saturday, Mar. 18, 1933—Old Contracts—Close: Mar. 6.75b; no sales. New—Close: Mar. 6.85@7.00; June 6.90@7.00; Sept. 7.25@7.35; Dec. 7.65 sale; sales 3 lots. Old contracts 60 points higher; new contracts 6 points lower to 20 higher.

Monday, Mar. 20, 1933—Close: Mar. 6.80b; June 6.85 sale; Sept. 7.20@7.25; Dec. 7.50@7.60; sales 10 lots. Market closed 5@15 points lower than Saturday.

Tuesday, Mar. 21, 1933—Close: Mar. 6.60@6.65; June 6.50@6.65; Sept. 6.85@6.95; Dec. 7.20b; sales 19 lots. Market closed 20@25 points lower.

Wednesday, Mar. 22, 1933—Close: Mar. 6.40@6.60; June 6.30@6.40; Sept. 6.65@6.70; Dec. 7.00@7.05; sales 13 lots. Market closed 20 points lower.

Thursday, Mar. 23, 1933—Close: Mar. 6.55@6.65; June 6.45@6.55; Sept. 6.75 sale; Dec. 7.05@7.10; sales 16 lots. Market closed 5@15 points higher.

Friday, March 24, 1933—Close: Mar. 6.35@6.55; June 6.35@6.40; Sept. 6.66@6.70; Dec. 6.95@7.00; sales 12 lots. Market closed 9@20 points lower.

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended March 24, 1933, with comparisons, are reported as follows:

#### PACKER HIDES.

	Week ended Mar. 24.	Prev. week.	Cor. week. 1932.
Spr. nat.	6½@7n	6½@7n	7@7½n
strs.	@6	@6	@6
Hvy. nat. stra.	@6	@6	@6
Hvy. Tex. stra.	@6n	@6n	
Hvy. butt brnd'd			
strs.	@6	@6	@6
Hvy. Col. stra.	@5½	@5½	@5½
Ex-light Tex.			
strs.	@5½	@5½	@5
Brnd'd. cows	@5½	@5½	@5
Hvy. nat. cows	@5½	5@5½	@5
Lv. nat. cows	5%@5½	5%@5½	5½
Nat. bulls..	6	6	4
Brnd'd. bulls..	4½	4½	3½
Calfskins ..	8@9½	8@9½	@Sax
Kips..	8@8n	8@8n	8n
Kipa. ov-wt.	@7n	7@7½n	7
Kipa. brnd'd.	@6n	@6n	6
Slunks, reg. 40	@45n	@45n	@40
Slunks, hrs. 30	@35	30@35	25@30

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

#### CITY AND SMALL PACKERS.

Nat. all-wts.	5½@5%	5½@5½n	5½n
Brnd'd. bulls..	5@5½	5@5½	5½
Nat. bulls..	4½@5n	4½@5n	4
Brnd'd. bulls..	4½@5½n	4½@5½n	5½
Calfskins ..	6%@7½	8½@8½n	6½n
Kips..	7n	7@7½n	7n
Slunks, reg. 40	@40n	35@40n	30@35n
Slunks, hrs. 30	@30	25@30	15n

#### COUNTRY HIDES.

Hvy. steers..	4@4½	4@4½	4@4½n
Hvy. cows ..	4@4½	4@4½	4@4½n
Buffs ..	4½@5	5@5	4½n
Extremes ..	5½@5%	6@6x	5@5½
Bulls ..	2½@3	3½@3½n	2½
Calfskins ..	5@5½	5@5½	5½
Kips..	5@5½	5@5½	5½
Light caif..	25@30n	25@30n	25@30n
Deacons..	25@30n	25@30n	25@30n
Slunks, reg..	@10n	@10n	15n
Slunks, hrs..	5n	5n	5n
Horsehides..	1.75@2.25	1.75@2.25	1.25@2.25

#### SHEEPSKINS.

Pkr. lambs..	.....	.....	.....
Sm. pkr. lambs..	50@55	@60n	75@55
Pkr. shearlings..	45@45	@40	25@25
Dry pelts ..	@7	6@7	8½@8½

# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Mar. 23, 1933.

**CATTLE**—General market was very uneven. It was largely a steer and yearling run. Light steers and yearlings predominated, better grades selling off 25@40c; lower grades, weak to 25c down. Liberal supply of weighty bullocks arrived late and sold off 25c. Better grade light heifer and mixed yearlings, 25@50c lower, mostly 50c off; lower grades, steady to weak; cows, 15@25c lower; cutters, steady to weak; bulls, about steady. Vealers lost an early advance and are about in line with a week earlier. Extreme top long yearlings, \$7.10; upper crust, \$6.50@7.00; best weighty bullocks, \$6.25; strictly choice 1,500-lb. averages late, \$5.75; bulk, \$4.25@5.25, these scaling 1,350 to 1,700 lbs. Best light heifers, \$6.10; weighty heifers, \$6.00; bulk light heifers late, \$5.00 down. Supply of common and medium light steers was scarce, in-between grades predominating and going mostly on killer account. Replacement cattle were scarce and demand was narrow.

**HOGS**—Compared with a week ago: Market practically steady; spots slightly higher; others trifle lower; light lights and pigs, weak to 25c off; packing sows, 5@10c higher. Early advance was lost late Tuesday and Wednesday. Shipper demand was improved over a week ago. Week's top, \$4.35; closing peak, \$4.20; late bulk 180 to 240 lbs., \$4.05@4.15; 250 to 280 lbs., \$4.00@4.10; 290 to 350 lbs., \$3.85@4.00; 360 to 460 lbs., \$3.65@3.85; 140 to 170 lbs., \$3.75@4.10; pigs, \$3.25@3.75; bulk packing sows, \$3.40@3.55.

**SHEEP**—Compared with a week ago: Market uneven and mostly steady; finished lambs, 10@15c higher in instances; early advance disappeared the moment sizable runs showed up; shipping demand the principal source of support late. Today's bulks follow: Better grade woolled lambs, \$5.35@5.75; 97-lb. weights, \$5.50; week's extreme top, \$6.25, highest since March 7; medium to good lightweight natives, \$5.00@5.25 to killers; lamb weight yearling wethers, \$4.50@5.00; throwout lambs, \$4.00@4.50; fat ewes, \$2.25@2.75.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Mar. 23, 1933.

**CATTLE**—Fed steers and yearlings were under price pressure during the most of the week, and the price tendency was lower, the decline for the week measuring mostly 25c. Some strictly good to choice light steers were as much as 50c lower. Medium to good light yearlings are only slightly changed. Heifers lost around 25c, while cows held about steady. Bulls and vealers sold steady to strong. Choice 1,421-lb. steers earned \$5.00, 1,278-lb. weights, \$5.70; 1,206-lb. averages, \$6.50; 1,195-lb. weights, \$6.60. Choice yearlings, 992 lbs., sold at \$7.00, equaling the year's top price.

**HOGS**—Comparisons Thursday with Thursday show hog prices 5@15c higher. Thursday's top was \$3.70 on 200- to 250-lb. averages. Bulk 160- to 350-lb. averages, \$3.45@3.65; 140 to 160 lbs., \$3.10@3.30; sows, \$3.00@3.15; stags, \$2.50@3.00.

**SHEEP**—Receipts have been fairly liberal for the period, and the general undertone was weak. Comparisons Thursday with Thursday show lambs weak to 25c lower; matured sheep, scarce and steady. Thursday's bulk fed woolled lambs, \$5.25; top, \$5.50; good and choice ewes, \$2.25@2.75.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Mar. 23, 1933.

**CATTLE**—Increased supplies and a rather dull trade in Eastern dressed markets were responsible for a weaker undertone in the fed steer and yearling trade. Values are steady to 25c lower for the week, with weighty steers showing the full decline. Choice 801-lb. mixed yearlings scored \$6.15 for the top, while best heavies stopped at \$5.50. Several loads of choice light steers and yearlings brought \$5.35@5.75 during the week, but bulk of fed offerings cleared from \$3.75@5.25. Light mixed yearlings and fed heifers shared the steer decline, but slaughter cows were rather scarce and sold at steady to 25c higher rates. Bulls held steady, and

vealers closed weak, with the late top at \$6.00.

**HOGS**—Some strength developed in the hog market, and final values are mostly 10@15c higher than a week ago, with some sales of heavy butchers around 25c higher. Shipping demand has been narrow, but big packers have been aggressive buyers at the advance. The late top rested at \$3.75 on choice 180- to 240-lb. weights, while bulk of more desirable 170- to 310-lb. weights sold within the narrow spread of \$3.65 @3.75. Packing sows are 10@15c higher at \$3.00@3.25.

**SHEEP**—Fat lamb prices were slightly higher early in the week, but trading was dull at the close, and the advance was erased. Late sales were considered steady to weak as compared with a week ago. Choice Colorado lambs scored \$5.65 for the week's top, while bulk of more desirable fed lambs sold \$5.25@5.50. Shorn lambs bulked at \$4.85@5.15, with best at \$5.30. Mature sheep held steady, with fat ewes selling from \$2.75 down.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Mar. 23, 1933.

**CATTLE**—Compared with one week ago: Steers, mixed yearlings and heifers, mostly steady; some low priced lightweight steers, 15@25c higher; beef cows, 25c higher; cutters and low cutters, strong; bulls, steady; vealers, 75c higher. Top steers, 1,145-lb. average, scored \$6.40; best yearling steers, \$5.75; bulk of steers, \$4.00@5.25. Most good steers brought \$4.75@5.50. Bulk of good and choice mixed yearlings and heifers registered \$4.75@5.40, with medium fleshed kinds \$4.00@4.50. Top heifers brought \$5.75, and best mixed yearlings \$5.50. Choice beef cows sold up to \$4.00; most sales, \$2.50@3.25; low cutters, \$1.25@1.75. Sausage bulls were quotable up to \$2.85 late, with vealers at the week's high point of \$6.25.

**HOGS**—After touching a top of \$4.20 on Tuesday, porker values reacted to finish only 10@15c higher than a week ago. Top reached \$4.05 on Thursday, with bulk of desirable weight hogs at \$3.80@4.00; packing sows, mostly \$3.00@3.25.

**SHEEP**—Sheep house trade was mostly steady for the week; some yearlings 25c higher. Woolled lambs topped at \$6.00, with bulk \$5.50@5.75. Clipped

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lams topped at \$5.75, bulk earnings \$5.35@5.50. A load of spring lambs scored \$7.50, two loads of yearlings turned at \$5.00, and mutton ewes bulked at \$2.00@2.75.

## ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Mar. 23, 1933.

**CATTLE**—Smallness of supplies locally tended to strengthen prices notwithstanding weakness at leading outside markets and an unfavorable dressed beef trade. Light steers and yearlings, including heifers, have moved up 10@25c for the week, with medium weight and heavy steers little changed. Other classes of cattle are firm. Choice cattle, such as brought \$6.50 last week, were entirely lacking, a short load of 976-lb. steers at \$5.75 and three loads of 1,300-pounders at \$5.50 being the most noteworthy sales. Most steers and yearlings sold from \$4.35@5.50; a few plainest offerings, down to \$3.65; bulk light yearlings, \$3.90@4.90; a load of 737-lb. heifers, \$5.35; part load of choice 710-lb. heifers, \$6.00. Top cows brought \$4.00; bulk beef cows, \$2.50@3.25; cutters and low cutters, \$1.75@2.40; most bulls, \$2.25@2.50; top vealers, \$5.50; killing calves, largely \$3.50@4.50.

**HOGS**—Despite an increased supply, there was a definitely stronger trend to prices, with the average for four days from 10@15c higher this week than last. Receipts showed about a 12 per cent gain. Top hogs brought \$3.85 today to shippers; packers top, \$3.75; bulk desirable hogs, all weights under 300 lbs., \$3.65@3.75; a few, 325- to 350-pounders, \$3.55 and \$3.60. A feature has been the brisk trade in sows, which are fully 25c higher than a week ago; bulk sows today, \$3.00@3.35; top sows for week, \$3.50 or virtually on a par with heaviest butchers.

**SHEEP**—Market has been distinctly slow and with a weaker undertone except for one day when top lambs brought \$5.60. Lambs averaging 95 to 98 lbs., sold today at \$5.25, against \$5.40@5.50 a week earlier. Some clipped lambs brought \$5.15, and best woolled lambs were confidently held at \$5.40. Best yearlings brought \$4.75@5.00 for the week, top ewes, \$2.75.

## SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Mar. 23, 1933.

**CATTLE**—Yearlings and light weight steers found the most competition and finished the week strong. Others ruled steady to 25c lower, with plainer grades of medium and heavy weight beeves at the long end of the discount. A few choice long yearlings brought \$6.60, medium weight beeves sold up to \$6.25, and most grain feds turned at \$4.00@5.25. Fat she stock advanced 25c, and heifers cleared freely at \$4.00@4.75. Beef cows bulked at \$2.50@3.25, with low cutters and cutters largely \$1.75@2.25. Bulls and vealers strengthened. Medium bulls sold up to \$2.35, and vealers reached \$5.50.

**HOGS**—Moderate receipts and an improved demand from all quarters resulted in an improved trend to prices.

Compared with a week ago, all classes were rated 10@15c higher. Thursday's top reached \$3.75, while bulk better grade 160- to 270-lb. weights ranged from \$3.60@3.65. Good and choice 270- to 350-lb. butchers scored \$3.45@3.60, with light lights mostly \$3.40@3.60. Packing sows bulked at \$3.00@3.15.

**SHEEP**—Late bearish buying dropped fat lamb prices 15c to mostly 25c lower than last week. The late top for choice slaughter kinds rested at \$5.25, with the bulk of sales at \$5.10@5.25. Aged sheep remained firm, and a few choice offerings commanded \$2.85 early in the week, with most sales \$2.50@2.85.

## ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. Paul, Minn., Mar. 22, 1933.

**CATTLE**—Trade in slaughter cattle at South St. Paul for the week to date is unevenly steady to 25c higher, most advance on better light steers and yearlings. Bulk common and medium grade steers and yearlings sold at \$3.75@4.75, a few better kinds \$5.00@5.50, butcher heifers largely \$3.00@4.00, a few yearlings to \$5.00, beef cows \$2.25@3.00, medium grade bulls \$2.25@2.35 or better; bulk vealers \$3.50@5.00, selected kinds to \$5.50.

**HOGS**—The hog market has been uneven, better 160 to 230 lbs. selling Wednesday at \$3.65@3.80, medium grades down to \$3.25 or below, desirable 230 to 325 lbs., \$3.40@3.65, packing sows \$2.90@3.15, better pigs \$3.00@3.25, better 140- to 160-lb. weights \$3.50@3.80.

**SHEEP**—Better grade slaughter lambs have sold here this week at \$5.25 5.50, a few up to \$5.60, medium grades \$4.00@4.75, medium to choice slaughter ewes \$1.50@2.75.

## CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Mar. 23, 1933.

Bad hauling conditions were partly responsible for a better hog demand at 25 concentration points and 7 packing plants in Iowa and Minnesota, resulting in advancing prices Monday and Tuesday. With the resumption of heavier loading, prices declined somewhat from the week's high time. Late trading was fairly active. Compared with a week ago, current prices are 10@15c higher; late bulk good to choice 180 to 250 lbs., \$3.50@3.75; 260 to 290 lbs., \$3.40@3.70; big weights, down to \$3.25; better grade sows, \$2.85@3.15.

Receipts of hogs unloaded daily at these 25 concentration yards and 7 packing plants for week ended Mar. 23 were as follows:

	This week.	Last week.
Friday, March 17	26,600	18,500
Saturday, March 18	23,500	10,300
Monday, March 20	40,500	16,800
Tuesday, March 21	10,800	20,800
Wednesday, March 22	27,500	25,700
Thursday, March 23	23,200	34,000

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage nor fills.

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended March 18, 1933:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended March 18	117,000	408,000	271,000
Previous week	116,000	388,000	333,000
1932	155,000	494,000	369,000
1931	195,000	597,000	347,000
1930	202,000	592,000	383,000
1929	194,000	485,000	307,000
1928	186,000	824,000	242,000

Hogs at 11 markets:		
Week ended March 18	328,000	
Previous week	316,000	
1932	409,000	
1931	529,000	
1930	514,000	
1929	404,000	
1928	728,000	

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended March 18	90,000	277,000	184,000
Previous week	86,000	257,000	240,000
1932	115,000	357,000	228,000
1931	156,000	468,000	257,000
1930	155,000	459,000	287,000
1929	138,000	345,000	228,000
1928	144,000	648,000	167,000

## U. S. INSPECTED HOG KILL.

Inspected hog kill at 8 points during week ended Friday, Mar. 17, 1933, as reported to THE NATIONAL PROVISIONER:

Week ended March 17.	Cor. week, 1932.
Chicago	64,008 92,731 118,909
Kansas City, Kan.	67,684 47,085 31,658
Omaha	32,473 31,846 46,190
St. Louis & East St. Louis	53,806 69,297 53,837
Sioux City	24,590 20,716 28,176
St. Paul	36,788 32,822 46,126
St. Joseph	18,252 16,529 12,290
New York & J. C.	34,724 43,533 35,662
Total	322,325 355,150 372,648

## NEW YARDS UNDER PACKER ACT.

One stockyard was posted and two yards were withdrawn from the supervision of the packers' and stockyards' act recently. The Mississippi Valley Stockyards, located at St. Louis, Mo., was posted on January 30 as coming within the jurisdiction of the act, while the Augusta Stockyards at Augusta, Ga., and the Union Stock Yards at Benning, D. C., were withdrawn. The Augusta yards are no longer used for the purpose, while the yards at Benning have been reduced to less than 20,000 square feet.

# KENNETT-MURRAY

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Nashville, Tenn. Omaha, Neb.

Louisville, Ky. LaFayette, Ind. Montgomery, Ala. Sioux City, Ia.

## THE NATIONAL PROVISIONER

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 18, 1933, with comparisons are reported to THE NATIONAL PROVISIONER as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,204	647	6,042
Swift & Co.	2,084	735	14,222
Wilson & Co.	2,388	1,527	3,841
Morris & Co.	1,510	547	3,816
Anglo-American Prov. Co.	791	...	...
G. H. Hammond Co.	1,430	600	...
Libby, McNeil & Libby	277	...	...
Shippers	5,158	6,525	17,830
Others	6,168	28,492	9,040
Brennan Pkg. Co., 4,424 hogs; Independent Pkg. Co., 98 hogs; Hygrade Food Products Corp., 2,819 hogs; Agar Pkg. Co., 2,598 hogs.			
Total:	22,811	cattle, 9,182 calves, 49,106 hogs, 54,291 sheep.	

Not including 193 cattle, 708 calves, 34,334 hogs and 4,247 sheep bought direct.

## KANSAS CITY.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	2,288	2,859	3,713
Cudahy Pkg. Co.	2,063	1,720	6,994
Morris & Co.	1,913	1,496	2,532
Swift & Co.	2,061	4,714	7,208
Wilson & Co.	2,347	2,371	5,926
Independent Pkg. Co.	248	...	...
Jos. Baum Pkg. Co.	340	...	24
Others	4,404	2,939	5,642
Total	15,436	16,377	32,059

## OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	4,041	12,431	5,881
Cudahy Pkg. Co.	2,961	8,425	6,897
Dold Pkg. Co.	634	5,896	...
Morris & Co.	1,733	168	1,902
Swift & Co.	4,070	6,840	11,568
Others	13,919	...	...
Geo. Hoffman Pkg. Co., 87 cattle; Grt. Omaha Pkg. Co., 39 cattle; Omaha Pkg. Co., 66 cattle; J. Roth & Sons, 38 cattle; Bo. Omaha Pkg. Co., 113 cattle; Eagle Pkg. Co., 5 cattle; Lincoln Pkg. Co., 231 cattle; Nagle Pkg. Co., 25 cattle; Sinclair Pkg. Co., 418 cattle; Wilson & Co., 276 cattle.			
Total:	14,740	cattle and calves, 47,679 hogs, 26,248 sheep.	

## MAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,543	1,573	6,981	2,207
Swift & Co.	1,477	2,478	7,324	2,414
Morris & Co.	629	684	802	...
Hunter Pkg. Co.	733	...	5,116	606
Krey Pkg. Co.	...	2,290	200	...
Shippers	1,161	2,602	16,513	1,559
Others	2,696	263	11,028	1,004
Total	8,239	7,500	40,445	8,592
Not including 2,157 cattle, 2,610 calves, 39,470 hogs and 554 sheep bought direct.				

## ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,168	597	8,016	14,487
Armour and Co.	2,296	598	7,941	7,300
Others	410	51	1,319	3,428
Total	4,839	1,246	18,176	25,224

## SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,189	98	10,326	2,823
Armour and Co.	2,571	94	9,458	3,703
Swift & Co.	2,011	77	5,836	3,658
Shippers	1,577	4	5,923	684
Others	167	33	55	...
Total	8,515	308	31,595	10,868

## OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,064	356	6,225	707
Wilson & Co.	1,128	348	6,287	654
Others	123	108	290	...
Total	2,335	807	12,811	1,391

## WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,123	344	4,150	4,311
Dold Pkg. Co.	645	28	8,067	...
Wichita D. B. Co.	19	...	...	...
Dunn-Osterling	82	...	...	...
Fred W. Dold & Sons	76	...	362	...
Sunflower Pkg. Co.	30	...	44	...
Total	1,873	372	7,632	4,311
Not including 2,980 hogs bought direct.				

## ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,567	3,970	10,404	4,467
Cudahy Pkg. Co.	227	1,100	...	...
Swift & Co.	3,821	5,862	16,052	4,820
United Pkg. Co.	1,279	105	...	...
Others	1,141	40	8,858	2,717
Total	9,035	11,077	35,414	12,004

## DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	850	129	1,903	13,397
Armour and Co.	870	142	1,790	11,831
Others	767	184	1,785	5,061
Total	2,496	455	5,478	30,289

## MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,474	9,364	9,048	408
U. D. B. Co., N. Y.	17	...	...	...
The Landon Co.	71	11	48	16
E. Gunn & Co.	613	4,639	...	...
N.Y.B.D.M.C. Co., N.Y.	20	...	...	...
Corkran, Hill, Balt.	...	190	...	...
Shippers	143	29	51	19
Others	385	285	101	137
Total	2,723	14,378	9,820	580

## INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	968	900	13,293	1,396
Armour and Co.	738	51	6,162	...
Hilgemeyer Bros.	5	...	1,368	...
Brown Bros.	125	20	170	21
Meier Pkg. Co.	114	3	304	...
Indiana Prov. Co.	41	22	83	...
River View Pkg. Co.	5	...	41	...
Schneider Pkg. Co.	12	...	170	...
Matta-Hartman Co.	31	9	...	18
Art Wabnitz	18	26	...	55
Hoosier Abt. Co.	16	...	...	...
Shippers	645	1,589	9,572	3,910
Others	207	97	172	50
Total	2,940	2,766	26,785	5,440

## CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons.	...	...	...	202

## CHICAGO LIVESTOCK.

## RECEIPTS.

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods are reported as follows:

## SHIPMENTS.

Cattle. Calves. Hogs. Sheep.

Mon., March 13.	981	10,444	9,981
Tues., March 14.	4,101	2,229	7,619
Wed., March 15.	6,185	1,067	10,189
Thurs., March 16.	1,105	8,064	14,480
Fri., March 17.	2,632	848	2,069
Sat., March 18.	1,000	200	2,000

Total this week. 23,792

Previous week. 26,061

Year ago. 33,910

Two years ago. 43,601

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## RECEIPTS AT CENTERS

SATURDAY, MARCH 18, 1933.

	Cattle.	Hogs.	Sheep.								
Chicago	1,000	8,000	2,000	Lt. lt. (140-160 lbs.) gd-ch.	\$3.75@ 4.10	\$3.50@ 4.00	\$3.10@ 3.50	\$3.45@ 3.65	\$3.25@ 3.65	\$3.25@ 3.85	
Kansas City	500	600	...	Lt. wt. (160-180 lbs.) gd-ch.	3.90@ 4.15	3.90@ 4.05	3.50@ 3.65	3.50@ 3.75	3.75@ 3.85		
Omaha	125	2,000	25	(180-200 lbs.) gd-ch.	4.05@ 4.15	3.95@ 4.05	3.55@ 3.65	3.65@ 3.75	3.75@ 3.85		
St. Louis	75	2,500	150	Med. wt. (200-220 lbs.) gd-ch.	4.10@ 4.20	3.90@ 4.05	3.55@ 3.65	3.65@ 3.75	3.70@ 3.85		
St. Joseph	25	1,000	1,000	(220-250 lbs.) gd-ch.	4.00@ 4.15	3.85@ 4.00	3.55@ 3.65	3.60@ 3.75	3.75@ 3.85		
Sioux City	50	1,200	...	Hvy. wt. (250-290 lbs.) gd-ch.	3.90@ 4.10	3.75@ 3.90	3.50@ 3.65	3.60@ 3.75	3.45@ 3.65		
St. Paul	150	1,200	1,000	(290-350 lbs.) gd-ch.	3.85@ 4.00	3.60@ 3.80	3.40@ 3.55	3.50@ 3.70	3.25@ 3.55		
Fort Worth	150	500	200	Pkg. sows (275-500 lbs.) med-ch.	3.55@ 3.65	3.15@ 3.35	3.10@ 3.15	3.20@ 3.30	3.00@ 3.25		
Milwaukee	...	200	200	(350-425 lbs.) good	3.50@ 3.60	3.10@ 3.25	3.10@ 3.15	3.20@ 3.20	2.90@ 3.15		
Denver	...	3,500	5,000	(325-550 lbs.) good	3.40@ 3.55	3.00@ 3.15	3.00@ 3.10	3.00@ 3.10	2.85@ 3.10		
Louisville	100	300	100	(275-550 lbs.) good	3.25@ 3.50	2.90@ 3.10	2.75@ 3.00	2.90@ 3.10	2.75@ 3.00		
Wichita	100	600	1,200	Str. pigs (100-130 lbs.) gd-ch.	3.25@ 3.75	2.85@ 3.40	2.75@ 3.25	3.00@ 3.35	2.75@ 3.25		
Indianapolis	100	2,000	100	Av. cost & wt. Thurs. (Pigs excl.)	3.90-256 lbs.	3.70-210 lbs.	3.42-264 lbs.	3.59-244 lbs.	3.59-244 lbs.		
Pittsburgh	100	700	100								
Cincinnati	100	3,500	200								
Buffalo	...	400	100								
Nashville	100	100	100								

MONDAY, MARCH 20, 1933.

	Cattle.	Hogs.	Sheep.								
Chicago	14,000	28,000	15,000	Choice	6.75@ 7.25	6.25@ 6.75	6.25@ 6.75	6.25@ 7.00	6.25@ 6.75		
Kansas City	9,000	4,500	10,000	Good	6.00@ 6.75	5.25@ 6.25	5.25@ 6.25	5.00@ 6.25	5.25@ 6.25		
Omaha	5,500	3,500	8,500	Medium	5.00@ 6.25	4.25@ 5.25	4.25@ 5.25	4.00@ 5.00	4.50@ 5.25		
St. Louis	2,100	11,000	2,500	Common	4.00@ 5.00	3.50@ 4.25	3.25@ 4.25	3.25@ 4.00	3.25@ 4.00		
St. Joseph	1,600	3,700	8,000	STEERS (900-1100 LBS.):							
Sioux City	1,500	1,500	5,500	Choice	6.25@ 7.25	6.25@ 6.75	6.00@ 6.75	5.85@ 7.00	5.85@ 7.00		
St. Paul	1,500	5,500	7,500	Good	5.75@ 6.75	5.00@ 6.25	5.25@ 6.25	4.85@ 6.25	5.25@ 6.25		
Fort Worth	1,400	5,000	5,000	Medium	4.75@ 6.25	4.25@ 5.25	4.00@ 5.25	4.00@ 5.00	4.00@ 5.00		
Milwaukee	500	1,300	100	Common	3.75@ 4.75	3.50@ 4.25	3.25@ 4.25	3.25@ 4.00	3.25@ 4.00		
Denver	1,800	5,000	9,300	STEERS (1100-1300 LBS.):							
Louisville	800	1,000	100	Choice	5.75@ 7.25	5.50@ 6.75	5.25@ 6.50	4.85@ 6.50	4.85@ 6.50		
Wichita	2,000	2,800	1,500	Good	5.00@ 6.25	4.75@ 6.25	4.50@ 6.00	4.25@ 5.85	5.25@ 6.00		
Indianapolis	400	3,000	2,000	Medium	4.00@ 5.75	4.25@ 5.25	3.75@ 5.25	4.00@ 4.85	4.00@ 4.85		
Pittsburgh	500	2,300	2,500	Common	3.75@ 4.75	3.50@ 4.25	3.25@ 4.25	3.25@ 4.00	3.25@ 4.00		
Cincinnati	900	5,000	1,200	HEIFERS (550-850 LBS.):							
Buffalo	1,000	5,300	5,000	Choice	5.25@ 6.00	5.50@ 6.00	5.00@ 5.50	5.00@ 5.75	5.00@ 5.75		
Cleveland	500	2,600	100	Good	5.00@ 5.25	4.75@ 5.50	4.50@ 5.00	4.25@ 5.00	4.25@ 5.00		
Nashville	400	500	300	Medium	3.50@ 4.75	3.50@ 4.75	3.50@ 4.50	2.75@ 4.25	4.00@ 5.50		

TUESDAY, MARCH 21, 1933.

	Cattle.	Hogs.	Sheep.								
Chicago	5,000	17,000	15,000	COWS:							
Kansas City	4,000	4,500	8,000	Choice	3.50@ 5.00	3.25@ 4.25	2.75@ 4.25	2.75@ 4.25			
Omaha	6,500	11,000	12,000	Good	3.00@ 3.50	3.25@ 3.75	2.75@ 3.50	2.75@ 3.15			
St. Louis	2,800	9,000	2,500	Com-med.	2.40@ 3.00	2.50@ 3.25	2.50@ 2.75	2.25@ 2.75			
St. Joseph	1,300	4,000	5,000	Low cutter and cutter	1.75@ 2.40	1.25@ 2.50	1.65@ 2.50	1.50@ 2.25			
Sioux City	3,000	11,000	2,000	BULLS (YRLS. EX. BEEF):							
St. Paul	1,400	5,500	500	Good-choice	2.75@ 3.25	2.50@ 3.00	2.25@ 2.60	2.50@ 2.75			
Fort Worth	1,400	1,600	3,000	Cul-med.	2.50@ 3.00	2.00@ 2.85	2.00@ 2.50	1.75@ 2.60			
Milwaukee	400	800	100	VEALERS (MILK-FED):							
Denver	600	10,000	10,300	Good-choice	5.00@ 6.50	4.75@ 6.25	4.50@ 6.00	4.50@ 6.50	4.00@ 6.50		
Louisville	200	700	100	Medium	4.00@ 5.00	3.75@ 4.75	3.50@ 4.50	3.00@ 4.50	3.00@ 4.50		
Wichita	700	1,800	1,400	Cul-med.	4.00@ 4.00	2.00@ 3.75	2.00@ 3.50	2.00@ 3.00	1.50@ 2.50		
Indianapolis	1,200	7,000	1,500	CALVES (250-500 LBS.):							
Pittsburgh	1,000	1,000	500	Good-choice	3.00@ 4.00	4.50@ 5.50	3.50@ 4.50	4.00@ 5.00			
Cincinnati	300	2,800	400	Medium	3.00@ 4.00	2.00@ 3.50	2.00@ 3.50	2.00@ 3.00			
Buffalo	100	400	100	Common	1.25@ 2.50	1.00@ 2.00	1.00@ 2.25	1.00@ 2.00			
Cleveland	300	1,100	1,700	SLAUGHTER SHEEP AND LAMBS:							
Nashville	100	500	300	LAMBS:							
Chicago	7,500	20,000	10,000	(90 lbs. down)—good-choice	5.35@ 5.85	5.40@ 6.00	5.25@ 5.60	4.85@ 5.50	5.00@ 5.25		
Kansas City	3,500	3,500	12,000	(90-98 lbs.)—Good-choice	4.00@ 5.50	3.50@ 5.40	3.75@ 5.25	3.50@ 4.85	3.50@ 5.10		
Omaha	6,500	12,500	8,000	(98-110 lbs.)—Good-choice	5.25@ 5.75	5.25@ 6.00	5.25@ 5.50	4.75@ 5.40	5.00@ 5.25		
St. Louis	1,500	8,500	2,500	YEARLING WETHERS:							
St. Joseph	1,500	8,500	5,000	(90-110 lbs.)—Good-choice	4.00@ 5.00	4.00@ 5.00	3.75@ 4.25	3.75@ 4.50			
Sioux City	2,700	10,000	3,000	Medium	3.00@ 4.00	3.25@ 4.00	3.00@ 3.75	3.00@ 3.75			
St. Paul	1,800	9,700	3,800	WETHERS:							
Fort Worth	1,500	1,700	4,000	(90-120 lbs.)—Good-choice	2.50@ 3.00	2.00@ 2.75	2.25@ 2.75	2.00@ 2.75			
Milwaukee	500	1,200	100	(120-150 lbs.)—Good-choice	2.00@ 2.85	1.75@ 2.50	2.00@ 2.50	1.75@ 2.60			
Denver	500	1,800	11,200	(All weights)—Com-med.	1.25@ 2.50	1.00@ 2.00	1.00@ 2.25	1.00@ 2.00			
Louisville	200	600	400	CATTLE:							
Wichita	600	1,600	600	Week ended Mar. 18, 1933.							
Indianapolis	1,000	5,000	500	Chicago	17,840	21,675	23,110				
Pittsburgh	400	2,400	2,000	Kansas City	15,436	15,284	13,404				
Cincinnati	600	4,000	4,000	Omaha	14,905	14,743	14,688				
Buffalo	700	2,800	1,000	St. Louis	12,076	12,276	12,787				
Louisville	200	900	1,100	St. Joseph	5,827	5,149	5,729				
Wichita	500	1,500	800	Sioux City	7,218	5,019	5,953				
Indianapolis	800	4,000	2,500	Fort Worth	3,228	3,835	4,286				
Pittsburgh	400	2,400	800	Philadelphia	1,695	2,022	1,855				
Cincinnati	600	4,500	600	Philadelphia	1,009	1,325	1,587				
Buffalo	200	1,500	400	New York & Jersey City	7,518	7,951	8,237				
Cleveland	100	1,800	1,000	Oklahoma City	3,148	2,874	3,409				
Nashville	100	1,000	100	Cincinnati	2,204	2,505	3,645				
FRIDAY, MARCH 24, 1933.				Denver	1,495	2,213	2,282				
Chicago	1,500	16,000	10,000	St. Paul	7,894	5,328	5,328				
Kansas City	700	2,500	1,000	Milwaukee	2,705	1,802	...				
Omaha	1,200	6,500	3,000	Total	106,539	105,200	102,887				
St. Louis	600	6,500	800								
St. Joseph	700	3,000	4,000								
Sioux City	1,000	6,000	1,500								
St. Paul	2,100	9,500	1,000								
Fort Worth	600	1,500	1,000								
Denver	300	1,600	2,100								
Louisville	100	700	1,000								
Wichita	100	1,400	200								
Indianapolis	300	6,000	1,000								
Pittsburgh	...	1,000	3,000								
Cincinnati	600	5,600	600								
Buffalo	200	3,200	2,000								
Cleveland	100	800	300								

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Mar. 23, 1933, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd-ch.	\$3.75@ 4.10	\$3.50@ 4.00	\$3.10@ 3.50	\$3.45@ 3.65	\$3.25@ 3.85
Lt. wt. (160-180 lbs.) gd-ch.	3.90@ 4.15	3.95@ 4.05	3.50@ 3.65	3.75@ 3.85	3.50@ 3.85
(180-200 lbs.) gd-ch.	4.05@ 4.15	3.95@ 4.05	3.55@ 3.65	3.65@ 3.75	3.75@ 3.85
Med. wt. (200-220 lbs.) gd-ch.</					

# Chicago Section

Frank A. Hunter, president of the Hunter Packing Co., East St. Louis, Ill., transacted business in Chicago this week.

Carl Fowler, vice president of Wilson & Co., who has been vacationing in Hot Springs, Ark., returned to the city last week.

C. L. Ashley, general manager of the Armour and Company plant at Fargo, N. D., spent several days this week at Chicago plant.

General manager K. V. Smith, of the Armour and Company plant at South St. Joseph, Mo., was in the city several days this week.

E. T. Clair, president of the Republic Food Products Co., and Mrs. Clair, returned this week from a vacation at Hot Springs, Ark.

President John W. Rath, Rath Packing Co., Waterloo, Ia., passed through Chicago this week on his return from Washington, D. C.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 15,808 cattle, 4,764 calves, 23,481 hogs, 22,469 sheep.

Charles H. Shedd, head of the telegraph department of Swift & Company, died at his home in Chicago on March 19. He had been in the employ of the company for thirty years.

Oscar G. Mayer, president of Oscar Mayer & Co., and Thos. E. Wilson, president of Wilson & Co., who have been in Washington, D. C., on legislative matters, returned to the city the latter part of this week.

Provision shipments from Chicago for the week ended March 18, 1933, with comparisons, were as follows:

	Week	Previous	Same
	Mar. 18.	week.	'32.
Cured meats, lbs. . . .	14,274,000	15,442,000	13,694,000
Fresh meats, lbs. . . .	35,860,000	33,933,000	40,394,000
Lard, lbs. . . . .	5,462,000	5,556,000	4,336,000

A. H. Kahne, advertising manager of Libby, McNeill & Libby, died at his home in Chicago on March 18 after an illness of less than two days. The cause was meningitis. Mr. Kahne was for several years assistant to Guy C. Smith in the Libby advertising department, and when Mr. Smith was given other executive duties, his excellent record brought about his elevation to head the department. He was a young man with a great future before him, and his tragic passing is mourned by a host of friends.

## LONG TIME IN GOOD COMPANY.

After nearly 35 years with one firm, 32 of which were spent at Chicago headquarters as confidential assistant to Edward F. Swift, Chester F. Stephenson retired early this year.

"The greatest thing I have to look back upon," says "Stevie," as he is affectionately known at the Yards, "was this long and close association with a great man. There was not a day of all those years that I did not marvel at him. He had the most remarkable memory of any man I have ever known, as well as wonderful business judgment."

Trained in the law, Mr. Stephenson fitted himself into the packinghouse picture as completely as though he had worked up—as did so many others—from livestock buying through departments of the plant to the executive office.

Born in Indiana, graduating from the University of Iowa, studying law and practicing with a Kansas City legal

was varied and wide, and his association with a remarkable superior was invaluable. Before retiring to a life of leisure he is engaged in supervising details of the Edward F. Swift estate under the executor, which gives him an opportunity to retain his Yards associations and to mingle with his friends of more than three decades of packinghouse service.

## ACCIDENT RECORDS IMPROVE.

Accident prevention work continues to make progress in the meat packing industry. According to a recent bulletin from the Institute of American Meat Packers, three member plants have operated 13 months without a lost-time accident. These are: Armour and Company, Milwaukee, Wis.; Interstate Packing Co., Winona, Minn.; Mutual Sausage Co., Chicago, Ill.

Thirty-seven additional plants of member companies operated during January without any lost-time accidents and either retained or received Institute Safety Award Pennants. These plants are:

Armour and Company, Indianapolis, Ind.; Armour and Company, East St. Louis, Ill.; Armstrong Packing Co., Dallas, Tex.; Brennan Packing Co., Chicago, Ill.; Burns & Co., Ltd., Regina, Canada; Jacob E. Decker & Sons, Mason City, Ia.; Jacob Dold Packing Co., Buffalo, N. Y.; Jacob Dold Packing Co., Wichita, Kan.; Dunlevy-Franklin Co., Pittsburgh, Pa.; Du Quoin Packing Co., DuQuoin, Ill.; Field Packing Co., Bowling Green, Ky.; Field Packing Co., Owensboro, Ky.; Adolf Gobel, Inc., Boston, Mass.; Adolf Gobel, Inc., C. Lehmann Packing Co., Brooklyn, N. Y.; Adolf Gobel, Inc., Merkle, Inc., Jamaica, N. Y.; Home Packing & Ice Co., Terre Haute, Ind.; Geo. A. Hormel & Co., Austin, Minn.; The Hull & Dillon Packing Co., Pittsburg, Kan.; Eckert Packing Co., Henderson, Ky.; Illinois Meat Co., Chicago, Ill.; Kingan and Co., Richmond, Va.; Libby, McNeill & Libby, Chicago, Ill.; Nuckolls Packing Co., Pueblo, Colo.; E. W. Penley, Auburn, Me.; E. K. Pond Co., Chicago, Ill.; Reynolds Packing Co., Union City, Tenn.; Rochester Packing Co., Rochester, N. Y.; Seltzer Packing Co., Pottsville, Pa.; Stahl-Meyer, Inc., F. A. Ferris & Co., New York, N. Y.; Stahl-Meyer, Inc., Louis Meyer Division, Brooklyn, N. Y.; Stahl-Meyer, Inc., Otto Stahl Division, New York, N. Y.; Steiner Packing Co., Youngstown, O.; Swift & Company, Watertown, S. D.; Swift Canadian Co., Ltd., New West-



CLOSE TO A MASTER MIND.

Chester F. Stephenson, retiring after 35 years service, spent most of this period as assistant to Edward F. Swift at Chicago.

firm, he entered Swift employ at Kansas City in 1898. After handling the office law business and organizing the earliest "first aid to the injured" plan ever tried in a packinghouse, he became assistant to the manager of the Kansas City plant, Irving H. Rich, that famous tutor of packinghouse executives.

In 1900 he came to Chicago as assistant to Edward F. Swift, then in charge of branch house and foreign business, as well as beef, mutton and by-product departments. His training



**PACKERS COMMISSION CO.**  
SPECIALIZING IN **DRESSED HOGS** FROM THE HOG BELT  
CHICAGO BOARD OF TRADE BLDG. : : Phone Webster 3113

March 25, 1933.

THE NATIONAL PROVISIONER

37

**H. P. HENSCHIEN**ARCHITECT  
Established since 1909PACKING PLANTS — PLANT ADDITIONS  
RECONDITIONING FOR GOVT. INSPECTION  
59 E. Van Buren St., Chicago, Ill.**Menges Mange Inc.**ARCHITECTS — DESIGNERS — CONSULTANTS  
TO THE MEAT PACKING INDUSTRYSuccessors To  
BONNELL-TOHTZ CO.  
1515 N. GRAND BLVD. ST. LOUIS, MO.**Cold Storage Installation**

All Kinds of Refrigerator Construction

**JOHN R. LIVEZEY**Glenwood Avenue, West 22nd St., Philadelphia, Pa.  
119 South St., Baltimore, Md.  
1108 Sixteenth St. N. W., Washington, D. C.**Wilmington Provision Company****TOWER BRAND MEATS**Slaughterers of Cattle, Hogs,  
Lambs and Calves

U. S. GOVERNMENT INSPECTION

WILMINGTON

DELAWARE

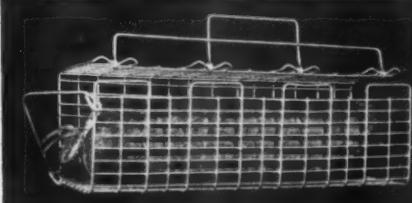
minster, B. C.; Union Meat Co., San Antonio, Tex.; United States Cold Storage & Ice Co., Chicago, Ill.; Wilmington Provision Co., Wilmington, Del.

Geo. A. Hormel & Company is the first plant in Class D, in the group over 4,000,000 man hours per year, to receive a pennant since the awards were initiated.

Average accident-frequency rate for all plants reported for January was 18. Accident-frequency rate for January, 1932, was 26.6.

**TRIMMING OFF THE PROFITS.**

*Do your men trim the profits off your pork loins?* Read chapter 6 of "PORK PACKING," The National Provisioner's latest book.

**NEW UNITED MOLD  
FASTER, BETTER! Even more  
efficient than before!**

A new opening device has been added to United Molds! This improved opening latch, a permanent part of the Mold, permits instant opening of Molds, without use of skewers, etc. New United Molds are simple, convenient, sturdy, time saving, serviceable! Same electrically welded construction as before.

*Write for samples!*

**F. C. ROGERS, INC.**NINTH AND NOBLE STREETS  
PHILADELPHIA**PROVISION  
BROKER**

*Member of New York Produce Exchange  
and Philadelphia Commercial Exchange*

**FOR FULL LUSCIOUS SEASONING—  
USE  
DRY ESSENCE  
OF  
NATURAL SPICES**

*U.S. Patent No. 1,781,154 ~ Manufactured by the  
Makers of Peacock Brand Certified Casing Colors*

**W.M. J. STANGE Co.**  
2549 W. Madison St. Chicago, Ill.

**CHEMISTRY OF FOODS**

Eat every day a mixed diet of meat, vegetables, fruit, cereals, milk and its products, eggs and green leafy vegetables. This was the advice of Dr. W. Lee Lewis, director of the Department of Scientific Research of the Institute of American Meat Packers, in a radio talk over station WCFL recently.

This talk related to the chemistry of foods, including a rather complete statement of the more important vitamins and the foods supplying them. One of the most important of the vitamins is vitamin G, which is "very important to man at all ages," Dr. Lewis said. "It is essential to growth in the

young and to well being in the adult. Its absence or insufficiency means digestive disturbances, nervous depression, skin troubles, and greater susceptibility to infectious diseases. Milk and meat products are the most important sources of vitamin G."

Dr. Lewis pointed to the difference between primitive man and civilized man of today. The former pursued his prey while the latter is pursued by his prey. Foodstuffs besiege "modern man from every turn of the road, every elevated platform, every magazine and newspaper page."

"Everyone should know something of the chemistry and functions of different foods," Dr. Lewis said. "Any departure from normal diet based on such knowledge should only be under the advice of a physician."



**CUTS OPERATING COSTS!  
Write for details**

**United Steel & Wire Co.**  
Battle Creek Michigan

March 25, 1933.

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
Mar. 23, 1933.

### REGULAR HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.
8-10	9	9½	10
10-12	8½	8½	9
12-14	8½	8	8½
14-16	8½	8	8½
10-16 range	8½	.....	.....

### BOILING HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.
16-18	8½	7½	8½
18-20	8½	7½	8½
20-22	8½	7½	8½
16-22 range	8½	.....	.....

### SKINNED HAMS.

	Green Standard.	Sweet Standard.	Pickled Fancy.
10-12	8½	8½	9
12-14	8½	8½	8½
14-16	8½	8½	8½
16-18	8½	8½	8½
18-20	8	8½	8½
20-22	7½	8	8½
22-24	7½	7½	8
24-26	7½	7½	8
25-30	6½	7	8
30-35	6½	6½	8

### PICNICS.

	Green Standard.	Sweet Standard.	Pickled Sh. Shank.
4-6	5	4½	5½
6-8	4½	4½	5
8-10	4½	4½	5
10-12	4½	4½	4½
12-14	4½	4½	4½

### BELLIES.

	Green Sq. Sdls.	Cured S.P.	Dry Cured.
6-8	8	7½	8½
8-10	7½	7½	8
10-12	6½	6½	7½
12-14	6	6½	6½
14-16	6	5½	6½
16-18	5%	5½	6

### D. S. BELLIES.

	Clear Standard.	Fancy.	Rib
14-16	5%	.....	.....
16-18	5%	5%	.....
18-20	5%	5%	.....
20-25	5%	5%	5½
25-30	5%	5%	5½
30-35	5%	5%	5½
35-40	5%	5%	5½
40-50	5%	5%	5½
50-60	4½	4½	4½

### D. S. FAT BACKS.

	Standard.	Trim.
8-10	4	4½
10-12	4	4½
12-14	4½	4½
14-16	4½	4½
16-18	4½	5
18-20	5½	5½
20-25	5%	5½

### OTHER D. S. MEATS.

	Export Trim.
Extra short clears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	3½
Jowl butts	3½
Green square jowls	4
Green rough jowls	3½

### LARD.

	4	4½	5
14-16	5%	5%	5%
16-18	5%	5%	5%
18-20	5%	5%	5%
20-25	5%	5%	5%

## FUTURE PRICES.

SATURDAY, MARCH 18, 1933.

Open. High. Low. Close.

LARD—			
Mar.	4.57½	4.62½	4.57½
July	4.65-62½	4.70	4.62½
Sept.	4.77½	4.82½	4.77½

CLEAR BELLIES—			
Mar.	.....	.....	5.15n
May	5.25	5.30	5.25
July	5.30	5.35	5.35b

MONDAY, MARCH 20, 1933.			
Mar.	.....	.....	4.50ax
May	4.62½	4.62½	4.57½
July	4.70	4.67½	4.67½ax
Sept.	4.82½	4.77½	4.77½ax

TUESDAY, MARCH 21, 1933.			
Mar.	.....	.....	5.15n
May	5.20	5.22½	5.20
July	.....	.....	5.35ax

WEDNESDAY, MARCH 22, 1933.			
Mar.	.....	.....	4.20ax
May	4.35-4.32½	4.35	4.25
July	4.42½	4.42½	4.37½ax
Sept.	4.55	4.55	4.45-4.40

THURSDAY, MARCH 23, 1933.			
Mar.	.....	.....	4.32½b
May	4.30-4.32½	4.42½	4.42½
July	4.40	4.50	4.50
Sept.	4.52½	4.00	4.52½b

CLEAR BELLIES—			
Mar.	.....	.....	5.15n
May	4.90	4.90	4.85
July	.....	.....	5.02½n

FRIDAY, MARCH 24, 1933.			
Mar.	.....	.....	4.32b
May	4.42	4.42	4.42
July	4.50	4.50	4.50-b
Sept.	4.60	.....	4.60

CLEAR BELLIES—			
Mar.	.....	.....	5.50m
May	4.97	.....	4.97
July	5.02	.....	5.02

Key: ax, asked; b, bid; n, nominal; —, split.

## ANIMAL OILS.

Prime edible lard oil	8
Headlight burning oil	6½
Prime winterstrained oil	6½
Extra winterstrained oil	6½
Extra lard oil	6
No. 1 lard oil	5½
No. 2 lard oil	5½
Acidless tallow oil	5
20% C. T. neatsoot oil	12½
Pure neatsoot oil	8½
Special neatsoot oil	6½
Extra neatsoot oil	6½
No. 1 neatsoot oil	5½

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## COOPERAGE.

Ash pork barrels, black iron hoops	\$1.25
Oak pork barrels, black iron hoops	1.30
Ash pork barrels, galv. iron hoops	1.37½
Oak pork barrels, galv. iron hoops	1.42½
White oak ham tierces	N
Red oak lard tierces	1.63
White oak ham tierces	2.00

Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended March 18, 1933:

### HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

Week ended	Jan. 1, 1933, to Mar. 18, 1933.
M. lbs.	M. lbs.
Total	573
To Belgium	2
United Kingdom	420
Other Europe	30
Cuba	121
Other countries	19

	1933.
M. lbs.	M. lbs.
Total	9,677
To Germany	169
United Kingdom	7,922
Other Europe	112
Cuba	868
Other countries	576

	1933.
M. lbs.	M. lbs.
Total	3,864
To United Kingdom	2405
Other Europe	206
Canada	129
Other countries	3,661

	1933.
M. lbs.	M. lbs.
Total	8,758
To Germany	1,182
Netherlands	686
United Kingdom	3,251
Key West	108
New Orleans	13
New York†	302
Baltimore	54

	1933.


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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

### Carcass Beef.

	Week ended	Cor. week
Jan. 1, 1933 to	March 22, 1933.	1932.
400-600	.12 @12½	15 @15½
600-800	.12 @12½	14½ @15
800-1000	9 @9½	14½ @15
Good native steers—		
400-600	.10 @11	12½ @13½
600-800	9 @10	12½ @13½
800-1000	8 @8½	12½ @13½
Medium steers—		
400-600	.9½ @10	10½ @12½
600-800	7½ @8	10½ @11½
800-1000	7½ @8	11 @11½
Heifers, good, 400-600	.9½ @11½	11 @14
Cows, 400-600	5½ @7	6½ @9
Hind quarters, choice	.18	.21
Fond quarters, choice	.10	.11

### Beef Cuts.

Steer loins, prime	@17	@34
Steer loins, No. 1	@16	@25
Steer loins, No. 2	@14	@25
Steer short loins, prime	@22	@47
Steer short loins, No. 1	@20	@45
Steer short loins, No. 2	@16	@33
Steer loin ends (hips)	@12	@20
Steer loin ends, No. 2	@12	@19
Cow loins	@9	@15
Cow short loins	@10	@16
Cow loin ends (hips)	@8	@14
Steer ribs, prime	@12	@20
Steer ribs, No. 1	@12	@19
Steer ribs, No. 2	@11	@17
Cow ribs, No. 3	@7	@9
Steer rounds, prime	@10	@12½
Steer rounds, No. 1	@9½	@11½
Steer chuck, prime	@9	@11
Steer chuck, No. 1	@8	@9½
Steer chuck, No. 2	@7½	@8
Cow rounds	@8	@9
Cow chuck	7½	@8
Steer plates	5	@7½
Medium plates	3	@4½
Briskets, No. 1	9	@13
Steer navel ends	3	@4½
Cow navel ends	6	@8
Hind shanks	4	@5
Sirloin loins, No. 1, bms	@30	@48
Sirloin loins, No. 2	@25	@43
Sirloin butts, No. 1	@17	@27
Sirloin butts, No. 2	@12	@17
Beef tenderloins, No. 1	@40	@60
Beef tenderloins, No. 2	@35	@50
Rump butts	@12	@18
Flank steaks	@12	@18
Shoulder clod	@9	@9
Hanging tenderloins	5½	@8
Insides, green, 6@8 lbs.	10	@14
Outsides, green, 5@6 lbs.	8	@12
Knuckles, green, 5@6 lbs.	8	@8½

### Beef Products.

Brains (per lb.)	@ 7	
Hearts	@ 4	@ 3½
Tongues	@14	@16
Sweetbreads	@15	@18
Ox-tail, per lb.	@ 5	@12
Fresh tripe, plain	@ 4	@ 4
Fresh tripe, H. C.	@ 8	@ 8
Livers	@14	@17
Kidneys, per lb.	@ 8	@11

### Veal.

Choice carcass	@10	11 @12
Good carcass	@ 9	8 @10
Good saddles	@14	16 @17
Good racks	@ 9	@ 9
Medium racks	@ 6	@ 7

### Veal Products.

Brains, each	@ 8	@ 7
Sweetbreads	@25	@50
Calf livers	@25	@60

### Lamb.

Choice lambs	@13	@18
Medium lambs	@11	@16
Choice saddles	@15	@20
Medium saddles	@13	@18
Choice fore	@10	@16
Medium fore	@ 8	@14
Lamb fries, per lb.	@25	@25
Lamb tongues, per lb.	@ 9	@10
Lamb kidneys, per lb.	@15	@20

### Mutton.

Heavy sheep	@ 5	@ 7
Light sheep	@ 9	@10
Heavy saddles	@ 7	@ 9
Light saddles	@12	@13
Heavy fore	@ 3	@ 5
Light fore	@ 6	@ 7
Mutton legs	@12	@14
Mutton loins	@ 8	@10
Mutton stew	@ 4	@ 5
Sheep tongues, per lb.	@10	@10
Sheep heads, each	@ 8	@12

## THE NATIONAL PROVISIONER

### Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@11	@13
Picnic shoulders	@ 6	@ 8
Skinned shoulders	@ 7	@ 8
Tenderloins	@20	@30
Spare ribs	5½	@ 7
Back fat	6	@ 7
Boston butts	8½	@11
Boneless butts, cellar trim, 2@4		
Hocks	5	@ 6
Tails	5	@ 5
Neck bones	2½	@ 3½
Slip bones	5	@ 5
Blade bones	2	@ 3
Pigs' feet	5	@ 5
Kidneys, per lb.	5	@ 5
Livers	4	@ 3
Brains	6½	@ 8
Boneless butts, cellar trim, 2@4		
Heads	4	@ 5

### DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@17	
Country style sausage, fresh in link	@15	
Country style sausage, fresh in bulk	@11	
Country style pork sausage, smoked	@15	
Frankfurts in sheep casings	@14	
Frankfurts in hog casings	@13	
Bologna in beef bungs, choice	@13	
Bologna in beef middles, choice	@14	
Liver sausage in beef rounds	@12	
Smoked liver sausage in hog bungs	@16	
Head cheese	@18	
New England luncheon specialty	@17	
Minced luncheon specialty, choice	@15	
Tongue sausage	@17	
Blood sausage	@18	
Souse	@13	
Polish sausage	@14	

### DRY SAUSAGE.

Cervelat, choice, in hog bungs	@33	
Thuringer cervelat	@14	
Farmer	@20	
Hohheimer	@18	
B. C. salami, choice	@31	
Milan salami, choice, in hog bungs	@28	
B. C. salami, new condition	@14	
Frisses, choice, in hog middles	@23	
Genoa style salami	@31	
Pepperoni	@21	
Mortadella, new condition	@14	
Capicolla	@30	
Italian style hams	@21	
Virginia hams	@32	

### SAUSAGE MATERIALS.

Regular pork trimmings	3½ @ 4	
Special lean pork trimmings	6½ @ 6½	
Extra lean pork trimmings	3½ @ 4	
Pork cheek meat	3½ @ 4	
Pork hearts	3 @ 3½	
Pork livers	3 @ 6	
Native boneless bull meat (heavy)		
Boneless chuck	5½	
Shank meat	5½	
Beef trimmings	4½	
Beef cheeks (trimmed)	3½	
Dressed canners, 350 lbs. and up	4½	
Dressed cutter cows, 400 lbs. and up	4½	
Do. bologna bulls, 600 lbs. and up	4½	
Beef tripe	12½ @ 14	
Pork tongues, canner trim, S. P.	@ 6½	

### SAUSAGE CASINGS.

(F.O.B. CHICAGO.)

Domestic rounds, 180 pack.	.26	
Domestic rounds, 140 pack.	.33	
Export rounds, wide	.45	
Export rounds, medium	.30	
Export rounds, narrow	.35	
No. 1 weasands	.12	
No. 2 weasands	.03½	
No. 1 bungs	.07½	
Middies, regular	.95	
Middies, select wide, 2@2½ in. diameter	1.35	
Middies, select, extra wide, 2½ in. and over	2.10	
Dried bladders:		
12-15 in. wide, flat	.90	
10-12 in. wide, flat	.80	
8-10 in. wide, flat	.40	
6-8 in. wide, flat	.30 @ 35	
Hog casings:		
Narrow, per 100 yds.	.165	
Narrow, special, per 100 yds.	.135	
Medium, regular	.95	
Wide, per 100 yds.	.60	
Extra wide, per 100 yds.	.70	
Export bungs	.23	
Large prime bungs	.19	
Medium prime bungs	.11½	
Small prime bungs	.5½ @ 6½	
Middles, per set	.20	
Stomachs	.08	

### SAUSAGE IN OIL.

Bologna style sausage in beef rounds—		
Small tins, 2 to crate		
Large tins, 1 to crate		
Frankfurt style sausage in sheep casings—		
Small tins, 2 to crate		
Large tins, 1 to crate		
Smoked link sausage in hog casings—		
Small tins, 2 to crate		
Large tins, 1 to crate		

### DRY SALT MEATS.

Clear bellies, 18@20 lbs.		
Clear bellies, 14@16 lbs.		
Rib bellies, 25@30 lbs.		
Fat backs, 10@12 lbs.		
Fat backs, 14@16 lbs.		
Regular plates		
Butts		

### WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.		
Fancy skd. hams, 14@16 lbs.		
Standard reg. hams, 14@16 lbs.		
Picnic, 4@6 lbs.		
Standard bacon, 6@8 lbs.		
1 lb. 1 ham sets, smoked—		
Inside, 8@12 lbs.		
Outsides, 5@9 lbs.		
Knuckles, 5@9 lbs.		
Cooked hams, choice, skin on, fattened		
Cooked hams, choice, skinless, fattened		
Cooked picnics, skin on, fattened		
Cooked picnics, skinned, fattened		
Cooked loin roll, smoked...		

### BARRELED PORK AND BEEF.

Mess pork, regular		
Family back pork, 24 to 34 pieces		
Family back pork, 35 to 45 pieces		
Clear back pork, 40 to 50 pieces		
Clear plate pork, 25 to 35 pieces		
Brisket pork		
Bean pork		
Plate beef		
Extra plate beef, 200 lb. bbls.		

### OLEOMARGARINE.

White animal fat margarine in 1-lb. cartons, rolls or prints, f.o.b. Chicago.		
Nut, 1-lb. cartons, f.o.b. Chicago.		
(30- and 60-lb. solid packed tubs, 1c per lb. less)		
Pastry, 60-lb. tubs, f.o.b. Chicago.		
Prime steam, cash	4.32½	
Prime steam, loose	3.75	
Refined lard, tapers, f.o.b. Chicago.	5½	
Kettle rendered, tapers, f.o.b. Chgo.	6	
Chicago	6	
Neutral, in tapers, f.o.b. Chicago.	6	
Compound, vegetable, tapers, c.a.f.	6	

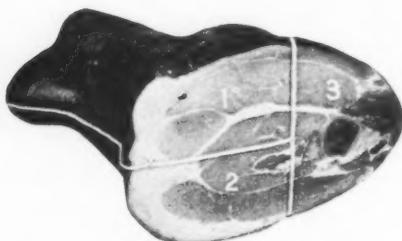
### OLEO OIL AND STEARINE.

Extra oleo oil		

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## More Ways to Use Cuts of Smoked Ham

This is the last of a series of suggestions of methods for using the three major cuts of smoked ham. Three of the five ways developed for using the shank were described last week. The other two are given here.



1. Remove knuckle and split the shank.



### HAM SHANK SPLIT.

The ham shank will appear more attractive with the lean meat on the inside exposed.

2. The split shank. Knuckle may be used as a small seasoning piece.

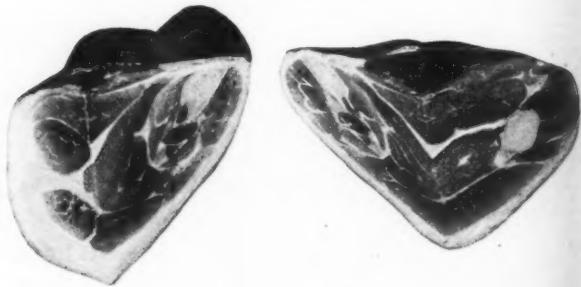


### HAM SHANK CUT INTO TWO PIECES.

Outside of shank shows covering of skin and little meat. Inside discloses lean meat, which is desirable portion of shank.

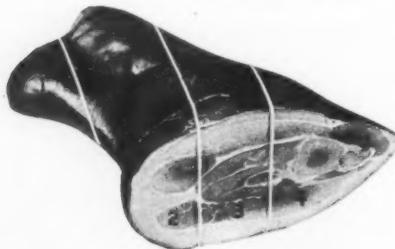


The shank divided into two pieces.

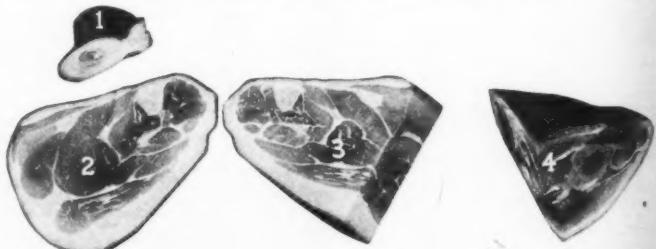


### HAM SHANK CUTS FOR BAKING.

Additional cuts for baking may be obtained by cutting shank as illustrated.



Nos. 2 and 3 will make desirable cuts for baking. No. 1 is waste. No. 4 is knuckle which can be used as a seasoning piece.



*Next week — Fresh back fat.*

March

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March 25, 1933.

# Retail Section

## SELLING THE PUBLIC ON MEAT.

The state-wide lamb campaign in Indiana sponsored by the National Live Stock and Meat Board started off with a bang on Monday of this week at Michigan City, with audiences totalling 1,200 persons, who acclaimed the new lamb cuts demonstrated and showed real interest in the facts presented as to the value of lamb in the diet. Audiences attending the demonstrations included retail meat dealers, housewives, students, teachers and others. Thirteen other Indiana cities will be reached in meetings to follow, the campaign being actively under way until May 4.

The message of meat was brought to Erie, Pa., this week through a number of beef demonstrations given by a specialist of the National Live Stock and Meat Board. The demonstrations were presented before the combined dietetics classes of the Erie hospitals, as well as retailers, housewives, the Erie Rotary club and college students.

The place of meat in the low-cost menu is to be featured in a series of twelve radio talks to be given over radio station WENR in Chicago by Mrs. Anna J. Peterson, head of the home service department of the People's Gas Light and Coke Co. Mrs. Peterson is organizing a radio class in menu planning which will particularly stress meals for the economy budget. In her talks Mrs. Peterson will call attention to the Board's new leaflet, "Good Meals at Low Cost," and will furnish copies to those of her radio audience who request them. The first talk of the series will be given Thursday, March 30, at 11:30 a. m., and the others will be presented weekly at the same time.

Thousands of housewives attending the schools of meat cookery sponsored by the National Live Stock and Meat Board are expressing keen interest in the many new and attractive meat dishes which are being demonstrated in the schools. A number of these dishes feature the modern styles in meat cuts which are being presented in meat merchandising demonstrations. Some of these new dishes which have been welcomed eagerly by housewives in the various cities are French leg of lamb, cushion style pork roast, broiled steak, liver loaf, rolled sirloin pork roast, baked ham butt slices, stuffed flank steak, meat loaf de luxe, Swiss cream steak, broiled Saratoga lamb chops, individual lamb pies, roast rump of beef, standing rib roast, crown roast of pork, and others. Norfolk, Va., is a new city just added to the schedule of meat cookery schools.

## Retail Pricing Charts

Charts enabling meat retailers to figure prices on different cuts of beef from the carcass, prepared by A. T. Edinger of the U. S. Bureau of Agricultural Economics, were printed by THE NATIONAL PROVISIONER in its issues of December 24, 1932, and January 7, 1933, accompanied by diagrams of the various cuts.

Copies of these charts—either Chicago or New York method of cutting—may be obtained for 5c each upon application to The National Provisioner, 407 S. Dearborn St., Chicago. Special prices for quantities upon application.

A total of 130 pork demonstrations have been conducted by members of the National Live Stock and Meat Board's staff in the period of July 1, 1932, to March 10, 1933, according to figures just compiled. These demonstrations have introduced modern methods of pork merchandising to retailers and other groups, featured by such modern pork cuts as butterfly pork chops, crown roast of pork, sirloin pork roll, pork tenderettes and others. Groups attending the demonstrations have included producers, housewives, retail meat dealers, packers, packer salesmen, chain and independent store organizations, hotel and restaurant men, home economics students, teachers, cooking school audiences, service clubs and others. Heavy-consuming centers of the east have been reached in these meetings as well as states throughout the west.

## Retail Meat Prices

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats, in mostly cash and carry stores.

Compiled by the U. S. Bureau of Agricultural Economics. Prices are based on simple average of quotations received.

NEW YORK. CHICAGO.

	Mar. 15, 1933.	Mar. 15, 1932.	Mar. 15, 1931.	Mar. 15, 1930.	Mar. 15, 1929.
<b>Beef.</b>					
Porterhouse steak	.35	.45	.49	.30	.37
Sirloin steak	.30	.40	.38	.25	.36
Round steak	.28	.36	.38	.21	.24
Rib roast, 1st 6 cuts	.24	.31	.34	.20	.28
Chuck roast	.16	.20	.22	.15	.17
Plate beef	.09	.11	.15	.10	.12
<b>Lamb.</b>					
Legs	.22	.24	.28	.21	.24
Loin chops	.35	.39	.42	.29	.36
Rib chops	.27	.29	.38	.25	.30
Stewing	.09	.10	.16	.10	.12
<b>Pork.</b>					
Chops, center cuts	.22	.24	.28	.21	.23
Bacon, strips	.21	.26	.31	.20	.17
Bacon, sliced	.24	.31	.38	.23	.25
Hams, whole	.17	.22	.26	.14	.22
Picnics, smoked	.11	.12	.16	.10	.12
Lard	.06	.12	.13	.08	.07
<b>Veal.</b>					
Cutlets	.39	.44	.49	.28	.35
Loin chops	.31	.37	.36	.23	.30
Rib chops	.24	.31	.36	.20	.32
Stewing (breast)	.13	.15	.20	.10	.11

Based on mean of range quotations prior to October 15, 1931, for New York and to July 15, 1932, for Chicago. Subsequently on simple average of quotations received, all grades pork, and good grade other meats.

## NEW TYPE MEAT STORE.

Methods of sanitary handling of food have not been developed in most European countries to the extent they have in the United States. A great many retail stores there are without refrigeration, fewer food products are packaged, and less care is taken in the stores to protect foods from dust and dirt.

In one Paris store, however, the idea of sanitation seems to have been carried a step further. Here a glass-inlosed, refrigerated room is built in the center of the store. All of the meats are kept in this room, where also all cutting, weighing, and wrapping for retail customers is done. Clerks converse with customers through microphones and loud speakers, the hygienically-wrapped purchases being passed out to customers through a special window.

The refrigerated room is situated practically in the center of the store, says Cold Storage of London, its glass walls enabling one to observe all that goes on within. Conversations between customers and clerks are carried on apparently without any inconvenience, the system being regulated with such precision as to permit a conversation in an ordinary tone of voice. The salesman enables the buyer to choose his cut by exhibiting to him the beef, mutton, veal, etc. He then cuts and weighs the meat, places it in a thin hygienic wrapper and sends it out through the window.

In the back of this glass inclosed, refrigerated room is an elevator by which the meat is brought from the cooler in the basement. The temperature in the sales room is maintained at 45 to 50 degs. Fahr. The workers in the room are comfortably clad in white garments.

## NEWS OF THE RETAILERS.

Louis Avery has engaged in the retail meat business in Toledo, Ia.

K. L. Rapp has opened a retail meat market in Columbus, Neb.

K. A. Johnson and R. A. Hanson have applied for a license to conduct a retail meat business at 703 West Lake st., Minneapolis, Minn.

Charles E. Prince has applied for a license to conduct a retail meat business at 233 Rondo st., St. Paul, Minn.

Jack Stratmeyer has engaged in the retail meat business in Crosby, Minn.

Small damage was caused by fire recently to the William Snyder Cash & Carry Market, 1523 Second ave., Rock Island, Ill.

The meat market of Ira Goodrich, Sioux City, Ia., recently was totally destroyed by fire.

North meat market and grocery,

March 25, 1933.

Grinnell, Ia., recently was destroyed by fire. The loss is placed at \$4,500.

Wallace Hulbert has sold his retail meat store in Davenport, Ia., to Marie Skorna.

F. W. Mass has sold his retail meat store in Elgin, Ill., to Heinie Kneck.

Universal Grocery, Sauk City, Wis., is planning to add a meat department. The store will move to larger quarters.

E. J. Willette recently purchased the meat department in the Johnson & Hill Co. store, Chilton, Wis.

Louis Bolor has sold his retail food store at 2351 Farnam st., Davenport, Ia., to Rudolph L. and Della Bruhn.

Harry Stucky has engaged in the retail meat business in Platteville, Wis.

Frank T. Gold has applied for a license to conduct a retail meat business at 2004 Lyndale South, Minneapolis, Minn.

Watch "Wanted Page" for bargains.

#### WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 23, 1933:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>YEARLINGS (1) (300-500 LBS.):</b>				
Choice	\$10.00@12.00	.....	\$10.50@11.50	.....
Good	9.50@10.50	.....	8.50@10.50	.....
Medium	8.50@ 9.50	.....	7.50@ 9.00	.....
Common	7.50@ 8.50	.....	7.00@ 7.50	.....
<b>STEERS (500-600 LBS.):</b>				
Choice	9.50@ 11.00	.....	10.50@11.50	11.00@12.00
Good	9.00@10.00	.....	8.50@10.50	9.00@10.00
Medium	8.00@ 9.00	.....	7.50@ 9.00	7.50@ 8.50
Common	7.00@ 8.00	.....	7.00@ 7.50	7.00@ 7.50
<b>STEERS (600-700 LBS.):</b>				
Choice	8.50@ 9.50	.....	9.50@10.50	10.00@11.00
Good	7.50@ 8.50	.....	8.00@10.00	8.50@ 9.50
Medium	6.50@ 7.50	6.50@ 7.50	7.50@ 8.50	7.50@ 8.50
<b>STEERS (700 LBS. UP):</b>				
Choice	8.00@ 9.00	8.50@ 9.00	9.00@10.00	9.00@10.00
Good	7.00@ 8.00	7.50@ 8.50	8.00@ 9.00	8.00@ 9.00
<b>COWS:</b>				
Good	6.50@ 7.00	6.50@ 7.00	6.50@ 7.50	7.00@ 7.50
Medium	6.00@ 6.50	6.00@ 6.50	6.00@ 6.50	6.50@ 7.00
Common	5.50@ 6.00	5.50@ 6.00	5.50@ 6.00	6.50@ 6.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	9.00@10.00	10.00@11.00	8.00@11.00	10.00@11.00
Good	7.00@ 9.00	9.00@10.00	7.00@ 8.00	9.00@10.00
Medium	6.00@ 7.00	7.00@ 9.00	6.00@ 7.00	8.00@ 9.00
Common	5.00@ 6.00	6.00@ 7.00	5.00@ 6.00	7.00@ 8.00
<b>CALF (2) (3):</b>				
Good	.....	.....	6.50@ 7.00	.....
Medium	.....	.....	5.50@ 6.50	.....
Common	.....	.....	5.00@ 5.50	.....
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (35 LBS. DOWN):</b>				
Choice	11.00@13.00	11.50@12.50	12.50@13.50	12.50@13.00
Good	10.00@11.00	11.00@12.00	12.00@12.50	12.00@12.50
Medium	9.00@10.00	10.00@11.00	11.00@12.00	10.00@11.00
Common	8.00@ 9.00	9.00@10.00	9.50@11.00	9.00@10.00
<b>LAMB (39-45 LBS.):</b>				
Choice	11.00@13.00	11.50@12.50	12.00@13.00	12.00@13.00
Good	10.00@11.00	11.00@12.00	11.00@12.00	11.00@12.00
Medium	9.00@10.00	10.00@11.00	10.50@11.00	10.00@11.00
Common	8.00@ 9.00	9.00@10.00	9.00@10.50	9.00@10.00
<b>LAMB (46-55 LBS.):</b>				
Choice	9.00@12.00	10.00@12.00	10.00@11.00	11.00@12.00
Good	8.50@ 9.50	9.50@11.50	9.50@10.00	10.00@11.00
<b>MUTTON (EWE) 70 LBS. DOWN:</b>				
Good	6.00@ 7.00	6.00@ 7.00	7.00@ 8.00	7.50@ 8.00
Medium	5.00@ 6.00	5.00@ 6.00	6.00@ 7.00	6.50@ 7.50
Common	4.00@ 5.00	4.00@ 5.00	5.00@ 6.00	6.00@ 6.50
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	9.00@10.50	10.00@11.00	9.00@11.00	9.00@10.50
10-12 lbs. av.	9.00@10.00	10.00@11.00	9.00@11.00	9.00@10.50
12-15 lbs. av.	8.00@ 9.00	9.00@10.00	8.50@10.00	8.50@10.00
16-22 lbs. av.	7.00@ 7.50	8.00@ 9.00	7.50@ 9.00	8.00@ 9.00
<b>SHOULDERS, N. Y. STYLE, SKINNED:</b>				
8-12 lbs. av.	6.00@ 7.00	.....	6.50@ 8.00	6.50@ 7.50
<b>PICNICS:</b>				
6-8 lbs. av.	.....	7.00@ 7.50	.....	6.00@ 6.50
<b>BUTTS, BOSTON STYLE:</b>				
4-8 lbs. av.	7.50@ 9.00	.....	8.00@10.00	8.00@ 9.00
<b>SPARE RIBS:</b>				
Half sheets	5.00@ 7.00	.....	.....	.....
<b>TRIMMINGS:</b>				
Regular	3.50@ 4.00	.....	.....	.....
Lean	6.00@ 7.00	.....	.....	.....
(1) Includes heifer 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

#### AMONG NEW YORK RETAILERS.

The meeting of South Brooklyn Branch, Tuesday of this week, was one of the largest held in some time. The quarterly paper and bag sale went over big. A committee was appointed to arrange for a ladies' night in the near future. William Steuven, who has moved to Freeport, was a visitor. Refreshments were served.

A short business meeting was held prior to the St. Patrick's party of Eastern District Ladies' Auxiliary last Thursday. The purpose of the meeting was to complete arrangements for the bunco and card party on March 23. Three new members were added to the roll.

The members of Ye Olde New York and other branches showed keen interest in the food merchandising meeting held on March 21. There was an exceptionally large attendance and many took

active part in the general discussion on pricing food merchandise, which was under the leadership of George Kramer. Max Kraus, president of M. Kraus & Son, wholesale meat dealers of West 14th st., New York, was a visitor at the meeting.

#### NEW YORK NEWS NOTES.

F. A. Benson, vice president in charge of the beef department, Armour and Company, Chicago, was in New York for a few days during the past week.

Adolf Gobel, Inc., will hold a special meeting on April 19 for the purpose of voting on the proposal to change its shares to a \$5.00 par value from no par, and to reduce its capital from \$5,714,347 to \$2,154,947.

J. Bures Pork Stores, Inc., opened a new store at 31-16 Grand ave., Astoria, L. I. This is the second full-line Jersey pork shop established by this firm, the first being located on First ave. and 74th st., New York.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended March 18, 1933, were as follows. Meat—Brooklyn, 1,916 lbs.; Manhattan, 6,562 lbs.; Queens, 6 lbs.; total, 8,484 lbs. Poultry—Brooklyn, 5 lbs.; Manhattan, 26 lbs.; Bronx, 32 lbs.; total, 63 lbs.

Moe Sander, president of the New York Veal & Mutton Company, New York, for many years and retired for the past fifteen months, died at his home, 440 West End ave., on March 17. Mr. Sander enjoyed a wide acquaintance in wholesale and retail meat circles and up until the time of his retirement was a member of the executive committee of the Manhattan Sanitary Inspection Association.

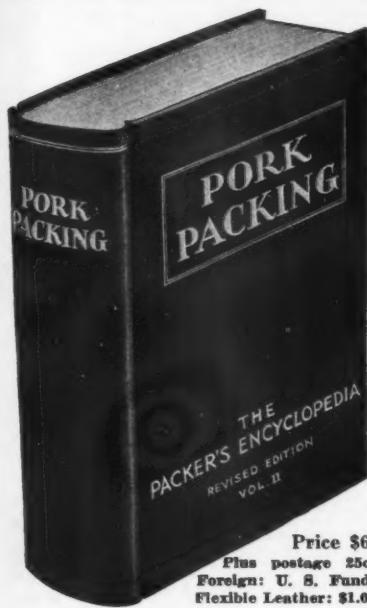
#### WHOLESALE PRICE TRENDS.

Wholesale commodity prices showed a decline during February from the January index of 2 per cent, while compared with January a year ago the decline was 9% per cent. The index is based on 784 commodities or price series, weighted according to the importance of each commodity. During the month meat prices increased seven-tenths of 1 per cent, while compared with February a year ago they showed a decline of 10 per cent. Butter, cheese and milk prices declined 2.8 per cent during the month and 8.9 per cent compared with a year ago. Hides and skins declined 2.1 during the month and 5.2 per cent in the year.

#### FOOD PRICES STILL FALLING.

Retail prices of foods declined approximately 4 per cent from January 15, 1933, to February 15, and 13% per cent when compared with the same month a year ago. During the month ended February 15 strictly fresh eggs declined 34 per cent; lard declined 5 per cent; plate beef and cheese 4 per cent; round steak, chuck roast, sliced bacon 3 per cent, and sirloin steak, rib roast, sliced ham and vegetable lard substitute 1 per cent. Pork chops showed an increase of 7 per cent, and lamb showed no change in price.

## MR. PORK PACKER:- Ask Yourself These Questions



Price \$6  
Plus postage 25c.  
Foreign: U. S. Funds  
Flexible Leather: \$1.00 extra.

**Order NOW!**

Am I getting the highest possible yields from products?  
Are all my operations as efficient as they could be?

Utilizing the hog carcass to best advantage is a day-to-day problem. Only by studying markets and checking against tests of the best experience can profitable results be secured in daily plant operation.

This book shows the pork packer how to operate to best advantage. It is a "test book" rather than a "text book." Figuring tests is emphasized and important factors in operation in all departments are discussed.

This book is a practical discussion of best methods for getting results, backed up by test figures, which every alert pork packer needs and should have.

### CHAPTER HEADINGS

- I—Hog Buying
- II—Hog Killing
- III—Handling Fancy Meats
- IV—Chilling and Refrigeration
- V—Pork Cutting
- VI—Pork Trimming
- VII—Hog Cutting Tests
- VIII—Making and Converting Pork Cuts
- IX—Lard Manufacture
- X—Provision Trading Rules
- XI—Curing Pork Meats
- XII—Soaking and Smoking Meats
- XIII—Packing Fancy Meats
- XIV—Sausage and Cooked Meats
- XV—Rendering Inedible Products
- XVI—Labor and Cost Distribution
- XVII—Merchandising

**Book Department—THE NATIONAL PROVISIONER**  
407 South Dearborn Street

Chicago, Illinois

# MEAT BAGS

BURLAP STOCKINETTE COTTON

**E.S.HALSTED & CO., Inc.**

64 PEARL ST. NEW YORK CITY

Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



Standard 1500-lb.  
Ham Curing Casks  
Manufactured by  
**Bott Bros. Mfg. Co.**  
Warsaw, Illinois  
Write for Prices and Delivery

**CURING CASKS**  
Tierces—Barrels—Kegs  
Standard and Special Sizes  
**American Cooperage Co.**  
Successors to Richard Hamilton, Inc.  
MAURER, NEW JERSEY  
Quality—Service—Price



HOTEL  
**DETROIT-LELAND**

800 ROOMS  
ALL WITH BATH

RATES

\$ 2.50  
from 2. SINGLE

\$ 3.50  
from 3. DOUBLE  
CORNER CASS AND BAGLEY AVES.

March 25, 1933.

## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium to good .....	\$ 5.00 @ 5.35
Cows, common to medium .....	2.25 @ 3.00
Bulls, common to medium .....	2.50 @ 3.25

## LIVE CALVES.

Vealers, good to choice .....	\$ 6.25 @ 7.00
Vealers, medium .....	4.50 @ 6.00

## LIVE LAMBS.

Lambs, good to choice .....	\$ 6.25 @ 6.75
Lambs, medium .....	5.50 @ 5.75

## LIVE HOGS.

Hogs, 160-200 lbs. ....	\$ @ 4.60
Hogs, 220-250 lbs. ....	3.45 @ 3.85
Pigs .....	3.45

## DRESSED HOGS.

Hogs, 90-140 lbs., good to choice .....	\$ 6.75 @ 7.25
---	----------------

## DRESSED BEEF.

Choice, native, heavy .....	12 @ 13
Choice, native, light .....	12 @ 13
Native, common to fair .....	11 @ 12

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs. ....	12 @ 13
Native choice yearlings, 440@600 lbs. ....	12 @ 13
Good to choice heifers .....	11 @ 12
Good to choice cows .....	9 @ 10
Common to fair cows .....	7 @ 8
Fresh bologna bulls .....	6 @ 7

## BEEF CUTS.

	Western.	City.
No. 1 ribs .....	.18 @ 20	20 @ 22
No. 2 ribs .....	.16 @ 18	18 @ 19
No. 3 ribs .....	.15 @ 17	17 @ 19
No. 1 loins .....	.18 @ 24	20 @ 24
No. 3 loins .....	.16 @ 18	16 @ 18
No. 1 hinds and ribs .....	.12 @ 14	12 @ 14
No. 2 hinds and ribs .....	.10 @ 12	11 @ 13
No. 1 rounds .....	.10 @ 11	10 @ 11
No. 2 rounds .....	.08 @ 9	8 @ 9
No. 3 rounds .....	.07 @ 8	7 @ 8
No. 1 chuck .....	.09 @ 10	10 @ 12
No. 2 chuck .....	.08 @ 9	8 @ 9
No. 3 chuck .....	.06 @ 7	7 @ 8
Bolognas .....	.06 @ 7	6 @ 7
Rolls, reg. 6@8 lbs. avg. ....	.22 @ 23	
Rolls, reg. 4@6 lbs. avg. ....	.17 @ 18	
Tenderloins, 4@6 lbs. avg. ....	.50 @ 60	
Tenderloins, 5@6 lbs. avg. ....	.50 @ 60	
Shoulder clods .....	.11 @ 12	

## DRESSED VEAL.

Good .....	12 @ 13
Medium .....	10 @ 12
Common .....	8 @ 10

## DRESSED SHEEP AND LAMBS.

Lambs, choice .....	13 @ 14
Lambs, medium .....	12 @ 13
Sheep, good .....	7 @ 8
Sheep, medium .....	5 @ 7

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. ....	11 @ 11
Pork tenderloins, fresh .....	25 @ 27
Pork tenderloins, frozen .....	18 @ 20
Shoulders, Western, 10@12 lbs. avg. ....	7 @ 8
Butts, boneless, Western .....	10 @ 11
Butts, regular, Western .....	8 @ 9
Hams, Western, fresh, 10@12 lbs. avg. ....	10 @ 11
Picnic hams, Western, fresh, 6@8 lbs. avg. ....	7 @ 8
Pork trimmings, extra lean .....	7 @ 8
Pork trimmings, regular, 50% lean .....	5 @ 6
Spareribs .....	6@7 @ 7

## SMOKED MEATS.

Hams, 8@12 lbs. avg. ....	13@14 @ 14%
Hams, 10@12 lbs. avg. ....	13 @ 14
Hams, 12@14 lbs. avg. ....	12@13 @ 13%
Picnics, 4@6 lbs. avg. ....	8@9 @ 9%
Picnics, 6@8 lbs. avg. ....	8@9 @ 9%
Beef tongues, 8@10 lbs. avg. ....	9 @ 10
Beef tongue, light .....	22 @ 25
Beef tongue, heavy .....	25 @ 25
Bacon, boneless, Western .....	14 @ 15
Bacon, boneless, city .....	12 @ 14
City pickled bellies, 8@10 lbs. avg. ....	9 @ 10

## THE NATIONAL PROVISIONER

## FANCY MEATS.

Fresh steer tongues, untrimmed .....	15¢ a pound
Fresh steer tongues, l. c. trim'd .....	30 a pound
Sweetbreads, beef .....	25¢ a pound
Sweetbreads, veal .....	60¢ a pair
Beef kidneys .....	10¢ a pound
Mutton kidneys .....	10¢ each
Livers, beef .....	25¢ a pound
Oxtails .....	15¢ a pound
Beef hanging tenders .....	24¢ a pound
Lamb fries .....	10¢ a pair

## BUTCHERS' FAT.

Shop fat .....	@ .25 per cwt.
Breast fat .....	@ .50 per cwt.
Edible suet .....	@ 1.25 per cwt.
Inedible suet .....	@ .75 per cwt.

## GREEN CALFSKINS.

## 5-9 9/16@12 1/2 12 1/2 14 14 18 18 up

Prime No. 1 veals .....	5 .65 .70 .75 .95
Prime No. 2 veals .....	4 .50 .55 .60 .70
Buttermilk No. 1 .....	3 .40 .45 .50 ..
Buttermilk No. 2 .....	2 .30 .35 .40 ..
Branded gruby .....	1 .15 .20 .25 .30
Number 3 .....	1 .15 .20 .25 .30

## BUTTER.

Creamery, extras (92 score) .....	@ 18
Creamery, firsts (91 score) .....	17@18
Centralized (90 score) .....	17 1/2 @ 17 1/2

## EGGS.

## (Mixed Colors.)

Special packs or selections from fresh receipts .....	15 @ 16 1/4
Standards .....	14 1/2 @ 14 1/4
Storage packed .....	13 @ 14 1/4

## LIVE POULTRY.

Fowls, colored, via truck and express .....	17 @ 19
Chickens, colored .....	17 @ 18
Chickens, Leghorns .....	15 @ 16

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry pkd.—12 to box—prime to good.	
Western, 60 to 65 lbs., to dozen, lb. ....	13 @ 15
Western, 48 to 54 lbs., to dozen, lb. ....	13 @ 15
Western, 43 to 47 lbs., to dozen, lb. ....	13 @ 15
Western, 38 to 42 lbs., to dozen, lb. ....	13 @ 15
Western, 30 to 35 lbs., to dozen, lb. ....	12 @ 14

## Ducks—

Long Island .....	@ 16
Virginia .....	14 @ 15
Western .....	8 @ 12

Squabs—	
White, ungraded, per lb. ....	20 @ 25

## Turkey, nearby, No. 1:

Young toms .....	16 @ 17
Young hens .....	16 @ 19

Fowls, frozen—dry pkd.—12 to box—prime to fcy.	
Western, 60 to 65 lbs., per lb. ....	15 @ 16
Western, 48 to 54 lbs., per lb. ....	15 @ 16
Western, 43 to 47 lbs., per lb. ....	15 @ 16

## Pork, nearby, No. 1:

Young toms .....	16 @ 17
Young hens .....	16 @ 19

Fowls, frozen—dry pkd.—12 to box—prime to fcy.	
Western, 60 to 65 lbs., per lb. ....	15 @ 16
Western, 48 to 54 lbs., per lb. ....	15 @ 16
Western, 43 to 47 lbs., per lb. ....	15 @ 16

## Pork, nearby, No. 1:

This week .....	Since Jan. 1—
Mar. 16, 1933 .....	1933.
Mar. 16, 1933 .....	1932.

Chicago .....	30,073 32,271 539,705 563,301
N. Y. ....	57,287 58,800 57,983 814,743 835,227
Boston .....	18,111 20,174 17,745 229,715 219,751
Phila. ....	21,608 23,280 19,915 278,904 267,878

## Total .....

127,054 130,202 124,882 1,863,127 1,916,157

## Cold storage movement (lbs.):

## Same week.

## Mar. 16, Mar. 16, Mar. 17, last year.

## In Out On hand week day

## Chicago .....

## New York .....

## Boston .....

## Phila. ....

## Total .....

189,421 279,931 5,877,633 4,774,464

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammonium sulphate, bulk, per ton

basis ex vessel Atlantic ports. \$19.50 @ 20.00

## Ammonium sulphate, double bags,

per 100 lbs. f.a.s. New York..... \$19.50

## Blood, dried, 16% per unit

@ 1.90

## Fish scrap, dried, 11% ammonium,

10% B. P. L. f.o.b. fish factory. 2.00 &amp; 10c

## Fish guano, foreign, 13% ammonium,

10% B. P. L. f.o.b. fish factory. 2.25 &amp; 10c

## Fish guano, acidulated, 6% ammonium,

10% B. P. L. f.o.b. fish factory. 2.50 &amp; 10c

## Norfolk .....

1.70 &amp; 5c

## Soda nitrate, per net ton

623.90

## in 200-lb. bags.

625.20

## in 100-lb. bags.

625.50

## Tankage, ground, 10% ammonium,

15% B. P. L. bulk

1.75 &amp; 10c

## Tankage, unground, 9@10% ammonina

1.50 &amp; 10c

## Phosphates.



## CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

### Position Wanted

#### Refy. & By-Products Foreman

Lard refinery, tank house and stock feed foreman with 22 years' experience in large packing plant seeks connection. Can produce quality products and high yields at low operating costs. Handle men efficiently. Graduate of Foreman's Safety School. Age, 42; married. W-222. The National Provisioner, 407 S. Dearborn St., Chicago.

#### Hog Order Buyer

Experienced hog order buyer with many years' experience, acquiring concentration point in Indiana, wishes connection with packer to purchase supply at considerable savings under regular market prices. Or will buy on salary. Chicago market. W-223. The National Provisioner, 407 S. Dearborn St., Chicago.

#### Working Sausage Foreman

Steady position wanted by sausage foreman with 27 years' practical experience making all kinds of sausage, including cereal sausage. Good references. Will go anywhere. W-224. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

#### Working Sausage Foreman

A-1 sausagemaker now available for permanent position. Several years' experience on all kinds of sausage; also curing hams and bacon and hog killing and cutting. Knows costs, can handle men and is capable of supervising small pork packing plant. Excellent references. W-225. The National Provisioner, 407 S. Dearborn St., Chicago.

#### Plant Superintendent

With 22 years' practical all-around packinghouse operating experience, killing, cutting, rendering, processing, manufacturing, etc. Now available. Can handle labor efficiently, maintain minimum operating plant costs and get results. Produce quality products. Medium and small plant experience as general superintendent. W-226. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Position Wanted

#### Experienced Sausagemaker

Experienced sausagemaker, 32 years old, German, graduate of leading Berlin sausagemakers' school, wants position with opportunity for advancement. Write John Hirschhorn, 325 E. 12th St., New York City.

#### Cellar Man

Position wanted by cellar man with 9 years' experience. Can work on killing floor and in sausage kitchen. Good references. Willing to go anywhere. W-220. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

### Business Opportunities

#### Want European Representative?

Representative in Switzerland with 20 years' experience in casing trade seeks connection with packers and casing exporters wishing to be represented in Europe. W-227. The National Provisioner, 295 Madison Ave., New York City.

#### Packing Plant

For sale, packing plant built in 1924. Doing nice business in good city. Under same management since started. Brick buildings, plenty of good equipment, capacity 150 hogs and 40 cattle daily. Plenty live stock trucked in from producers. FS-219. The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Make your wants known through these little ads, with the big pull.

### Equipment for Sale

#### Sausage Machinery

For sale, 1 No. 43 "Buffalo" silent cutter and motor; one 500-pound "Buffalo" stuffer; 1 No. 38 "Buffalo" silent cutter and motor. Machines slightly used. FS-221. THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

#### Refrigerating Machinery

For sale, one 35-ton electrically driven Remington ice machine, complete. One 200-gallon per minute electric brine pump. Now operating at plant. Apply Kurrie Brothers, Inc., 2139 Kirk Ave., Baltimore, Md.

Dispose of your surplus equipment through THE NATIONAL PROVISIONER "Classified" ads.

### GEO. H. JACKLE

#### Broker

Tankage, Blood, Bones, Cracklings, Bonemeal, Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
New York City

## The RATH PACKING CO.

### Pork and Beef Packers

BLACKHAWK HAMS and BACON  
Straight and Mixed Cars of  
Packing House Products

Waterloo, Iowa



ALBANY PACKING CO. INC.  
ALBANY, N.Y.



PROGRESSIVE PACKING CO.  
EMMET CAVANAUGH, President  
1139-43 W. 47th St. Bldg. 4747 Chicago, Illinois

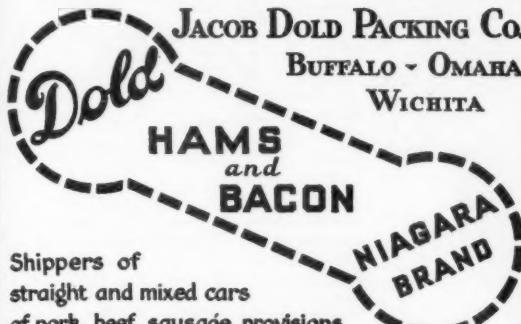
**Partridge**

PORK PRODUCTS — SINCE 1876  
The H. H. MEYER PACKING CO.  
Cincinnati, Ohio

# CARLOT SHIPPERS

*Straight and mixed cars*

PORK BEEF LAMB MUTTON VEAL



## KINGAN & Co.

### PORK and BEEF PACKERS

Producers of the Celebrated  
"RELIABLE" Brand

**HAMS BACON LARD**  
Main Plant INDIANAPOLIS, INDIANA

New York, N. Y.	Branches at	Richmond, Va.
Syracuse, N. Y.		Atlanta, Ga.
Jacksonville, Fla.		Philadelphia, Pa.
Tampa, Fla.		Harrisburg, Pa.
Norfolk, Va.		Pittsburgh, Pa.
		Baltimore, Md.
		Washington, D. C.
		Boston, Mass.
		San Francisco
		Binghamton, N. Y.



St. Louis

Shippers of Straight and Mixed Cars  
Pork — Beef — Sausage — Provisions  
**HAMS and BACON**

"Deliciously Mild"  
New York Office—410 W. 14th Street

REPRESENTATIVES

Bell & McLetchie, Boston  
O. L. Hooper, Philadelphia

H. D. Ames { Washington, D. C.  
Baltimore, Md.

## THE E. KAHN'S SONS CO.

CINCINNATI, O.

### "AMERICAN BEAUTY" HAMS and BACON

Straight and Mixed Cars of Beef,  
Veal, Lamb and Provisions

Represented by

NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. C. Ford	J. A. Hogan	P. G. Gray Co.
406 W. 14th St.	33 N. Delaware Av.	631 Penn. Av., N.W.	145 State St.

## The P. Brennan Company

**Pork Packers**

Straight and Mixed Cars of  
Packing House Products

3927-43 S. Halsted Street, Chicago, Ill.  
Union Stock Yards

## Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars  
of Beef and Provisions*



NEW YORK OFFICE  
410 W. 14th Street

REPRESENTATIVES:  
Wm. G. Joyce, Boston  
F. C. Rogers, Philadelphia

## Consolidated Dressed Beef Co.

Gray's Ferry Ave.  
and 36th St. Philadelphia

CAR LOTS SHIPPED TO ANY PART OF THE U. S.

We invite New York and New Jersey butchers to visit us. Philadelphia is only two hours from New York

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While every precaution is taken to insure accuracy, we cannot guarantee against the possibility of an occasional change or omission in the preparation of this index.



**Liberty  
Bell Brand**

Hams—Bacon—Sausages—Lard—Scrapple  
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.

**Arbogast & Bastian Company**

MEAT PACKERS AND PROVISION DEALERS  
WHOLESALE SLAUGHTERERS OF  
CATTLE, HOGS, SHEEP AND CALVES  
U. S. GOVERNMENT INSPECTION ALLENTOWN, PA.

**UNITED DRESSED BEEF COMPANY  
J. J. HARRINGTON & COMPANY**  
City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils  
Stearine  
Tallow

Stock Foods  
Calf Heads  
Cracklings

Pulled Wool  
Pickled Skins  
Packer Hides

Calf Skins  
Horns  
Cattle Switches

**Selected Beef and Sheep Casings**  
**NEW YORK CITY**

43rd & 44th Streets  
First Ave. and East River

Telephone  
Murray Hill 4-2900



# JOHN MORRELL & Co.

*General Offices*  
**OTTUMWA, IOWA**

*Hams, Bacon  
Lard, Sausage  
Canned Foods*

The logo is a black and white graphic. It features a large, stylized heart shape containing the text "Morrell's Pride" in a cursive script font, with "Meats" in a bold, sans-serif font at the bottom. Inside the heart, there is a smaller illustration of a person wearing a hat and apron, carrying a large woven basket on their back.

*Packing Plants*  
Ottumwa, Iowa  
Sioux Falls, S. D.  
Topeka, Kans.

*Beef, Pork  
Veal, Mutton  
Mince Meat*

Schenk Bros. Managers

**TASTIEST!**

*Because Capital Brand Hams and Bacon have such fine flavor—they are always in favor*

**The Columbus Packing Co.**

**PORK AND BEEF PACKERS**

Columbus, Ohio

New York Office: 410 W. 14th St.

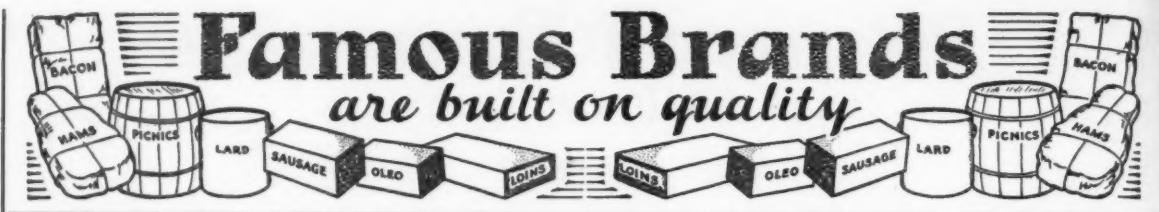
*foods of Unmatched Quality*

**ESSKAY**  
**QUALITY**

HAMS — BACON  
LARD — SAUSAGE  
*SOUTHERN ROSE SHORTENING*

**Paradise** Theurer-Norton Provision  
Brand Company  
Hams Bacon Lard CLEVELAND Packers OHIO

March 25, 1933.



# HORMEL GOOD FOOD

Main Office and Packing Plant at Austin, Minnesota

## EASTER BRAND

**Meat Food Products**

25 Metcalf St.

The Danahy Packing Co.

Buffalo, N. Y.



*Philadelphia Scrapple a Specialty*

**John J. Felin & Co., Inc.**

4142-60 Germantown Ave., Philadelphia, Pa.

New York Branch: 407-409 West 13th Street

Hams  
Bacon  
Lard  
Delicatessen

## Pittsburgh Provision & Packing Co.

**BEEF AND PORK PACKERS**

Union Stock Yards  
PITTSBURGH, PA.

MANUFACTURERS OF  
Oleo Oils, Oleo Stearine, Tallow, Greases, Beef Casings, Fertilizers, etc.  
Crescent Brand Hams, Lard, Breakfast Bacon

All Our Products are U. S. Government Inspected

THE CELEBRATED BRAND IRISH HAMS AND BREAKFAST BACON



# HONEY BRAND

**Hams – Bacon**

**Spiced Ham**

**Luncheon Meat**

*Pork*

*Beef*

*Veal*

*Lamb*

*Sausage Specialties*



14 Plants  
Strategically Located

**Hygrade Food Products Corporation**

3830 S. Morgan St., Chicago, Ill.

**ANCO**



# COOLING ROLLS FOR DURABILITY AND EFFICIENCY

The efficiency of Anco Cooling Rolls is established, due to exceptional designing and manufacture. The proven long life of these machines makes them a desirable and valuable asset to any lard or compound manufacturing department. They are scientifically constructed to allow maximum cooling capacity. Their ability to rapidly transfer the heat from the liquid to the cooling medium, together with the patented feed trough and picker box assembly, completes the Anco system and establishes their unquestionable superiority.

Anco Cooling Rolls are made in various types and capacities for either belt- or direct-connected motor drive for brine or direct-ammonia expansion cooling.



Our experienced Packinghouse Equipment Engineers are always ready to serve you and assist you in determining the lard cooling equipment that is best adapted to your requirements.

*Write today for further details*



## THE ALBRIGHT-NELL CO.

5323 S. Western Boulevard,  
Chicago, Ill.

# "PEARLY-WHITE"

## SWIFT'S *selected* HOG CASINGS

*will help you sell*

## Pork Sausage

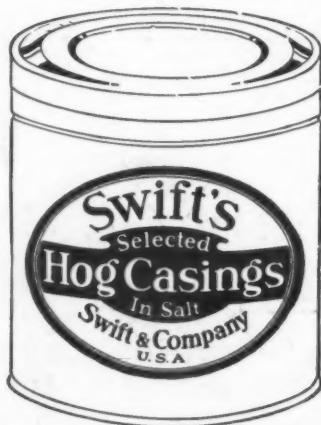
Swift's Selected Hog Casings are fully up to length specifications. Quality standards are high. The ends of the strands are cut even. There is a minimum number of strands per bundle.



Above: "Pearly-White" casings in use. Note the good color, so important for pork sausage.

At left: There's always uniform high quality in a bundle of Swift's Selected Hog Casings.

(Below) Packed in tin pails.



(Above) Packed in No. 1 cartons.

Order them today from your local Swift & Company branch house or representative.

Swift's Selected Hog Casings are packed in Tierces, Barrels, Half-Barrels, Kegs, Large and Medium Tin Pails and Cartons.

**Swift & Company**  
**U. S. A.**

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pork

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